

WELCOME

to today's webinar:

How to Stay FOCUSED On High Priority Activities

**We will begin shortly!
Please click audio in the
center of your screen to
listen in!**





To Get The
Most From
This Webinar...

- ✓ **Take notes**
- ✓ **Text your questions using the Q&A in the control panel.**

DarrylSpeaks



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Book Format

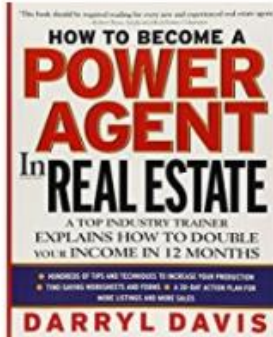
- Hardcover
- Kindle Edition

Word Wise

Word Wise Enabled

Actor

- Darryl Davis
- Ed Harris
- Holland Taylor



How To Become a Power Agent in Real Estate : A Top Industry Trainer Explains How to Double Your In

2002

by Darryl Davis

Hardcover

\$24.95 ~~\$34.00~~ prime

Get it by **Tuesday, Jan 9**

More Buying Choices

\$1.35 (141 used & new offers)

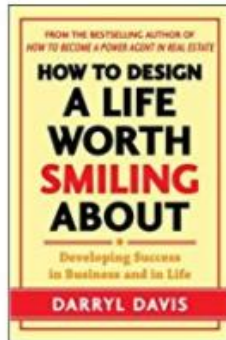
★★★★☆ ▾ 85

Kindle Edition

\$18.70

Start reading **in seconds**, on your Kindle device or free Kindle app

Other Formats: Digital



How to Design a Life Worth Smiling About: Developing Success in Business and in Life Jun 17, 2014

by Darryl Davis

Hardcover

\$14.41 ~~\$25.00~~ prime

Only 17 left in stock - order soon.

More Buying Choices

\$6.82 (29 used & new offers)

★★★★☆ ▾ 19

Kindle Edition

\$14.49

Start reading **in seconds**, on your Kindle device or free Kindle app

Other Formats: Paperback



How to Make \$100,000+ Your First Year as a Real Estate Agent Mar 26, 2007

by Darryl Davis

Paperback

\$24.82 ~~\$26.00~~ prime

Get it by **Tuesday, Jan 9**

More Buying Choices

\$2.29 (69 used & new offers)

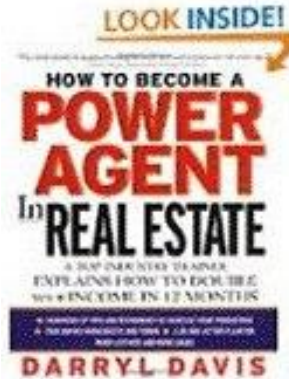
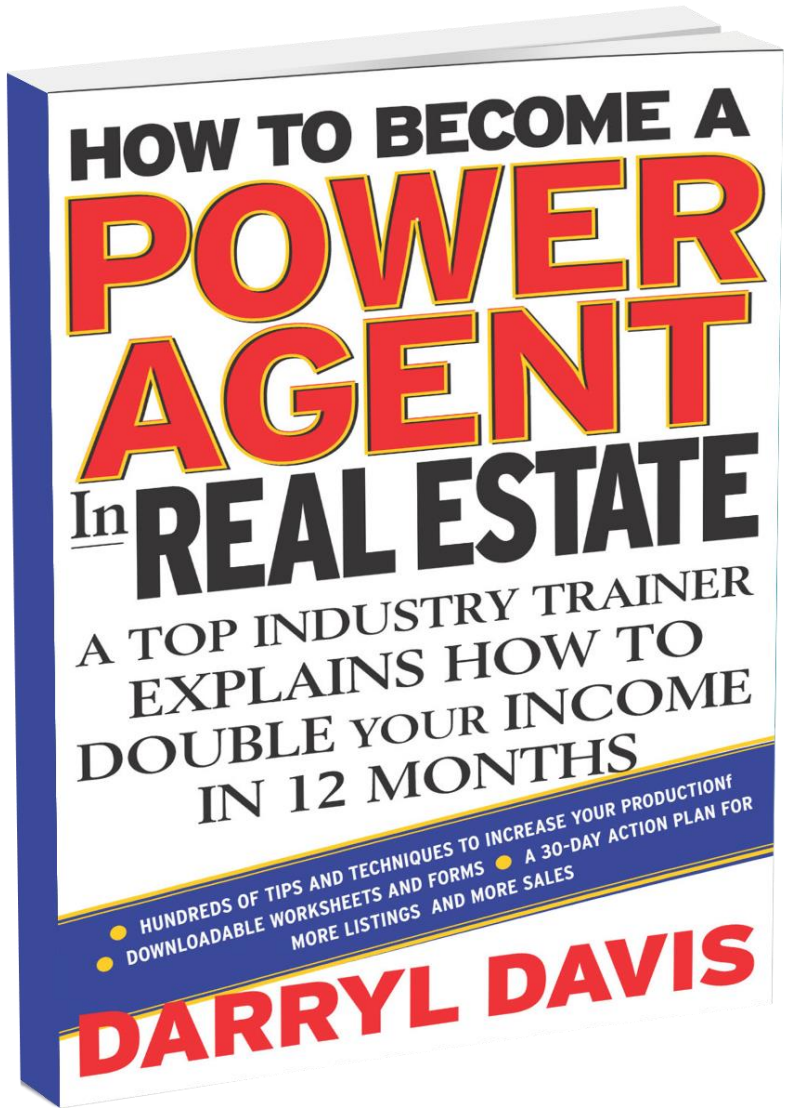
★★★★☆ ▾ 14

Kindle Edition

\$14.04

Start reading **in seconds**, on your Kindle device or free Kindle app

Other Formats: Digital



How To Become a Power Agent

~~\$24.95~~ **\$15.58** Hardcover

Order in the next **21 hours** and get it by Monday, Apr
Only 18 left in stock - order soon.

More Buying Choices - Hardcover

\$12.00 new (46 offers)

\$6.07 used (78 offers)

\$10.00 collectible (1 offer)

★★★★☆ 140 ratings

#1 Best Seller in Real Estate Sales

Eligible for FREE Super Saver Shipping.

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Professional



INSPIRATIONS

The Big-Hearted and Brave

Darryl Davis, CSP

**Chief Executive Officer
Darryl Davis Seminars**



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**Is this webinar a
sales pitch?**

This Webinar Is For Our POWER Agents® & Our Guests



POWER AGENT®

Coaching Members Private Group



DarrylSpeaks.com/Trial



Only ~~\$197~~
\$47 a month

- **TODAY** the first 30 days is **ONLY \$5**
- **Complete access to the entire *Power Agent*® website**
- **Cancel anytime**
- **BONUSES TODAY**

DarrylSpeaks.com/Trial

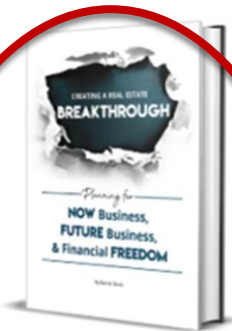
TODAY'S WEBINAR OFFER



Virtual Listing Presentation For Homeowners (103 Slides) \$497



1+ Hour Coaching Video, How to Deliver a Listing Conversation \$297

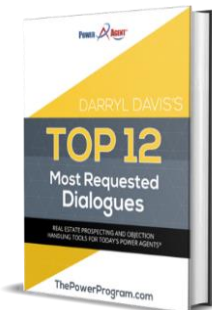


3-Part Breakthrough Business Plan (43 Pages)

TOTAL VALUE \$1,896



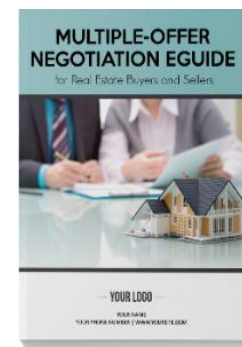
New Agent Starter Success Kit (29 Pages) \$127



Darryl's Top 12 Most Requested Dialogues \$157



2022 Real Estate Predictions \$97



Customizable Multiple Offer eGuide For Buyers or Sellers \$97

PLUS...

- Today's Slides - \$47
- Copy of webinar - \$47
- 30 days of Power Builder CRM - \$49



184 Ways An Agent Earns Their Commission \$47



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JANUARY 2022

POWER AGENT[®] MAGAZINE

DESIGNING A REAL ESTATE CAREER
WORTH SMILING ABOUTSM

Making *Buyer Agency*
Agreements a MUST

p12

Delivering A *Listing*
Conversation versus a
Listing Presentation

p14

6 Steps To Getting
Started As a *New Agent*

p33

Top Agent Tips for
Hosting a *Successful*
Open House

p36



The
Secret Sauce
to Having a Career
Worth Smiling About

p18





SPECIAL ANNOUNCEMENT

DarrylSpeaks.com/Trial

EXCLUSIVE POWER AGENT® SESSION

Power Agent's® Brainstorming

THURSDAY, FEBRUARY 3, 2020
12PM EASTERN | 9AM PACIFIC



Power Agent®
Brainstorming
Session

February 3rd, 2022 | 12pm Eastern

No Registration Required!

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?

Power Agent Brainstorming Sessions & Trainings



20/04/24 - Brainstorming Session 1

20/06/03 - Brainstorming Session 2

20/08/13 - Brainstorming Session 3

20/08/27 - Brainstorming Session 4

Favorite ☆

Favorite ☆

Favorite ☆

Favorite ☆



20/11/12 - Brainstorming Session 5

21/08/19 - Brainstorming Session 6

21/12/09 - Brainstorming Session 7

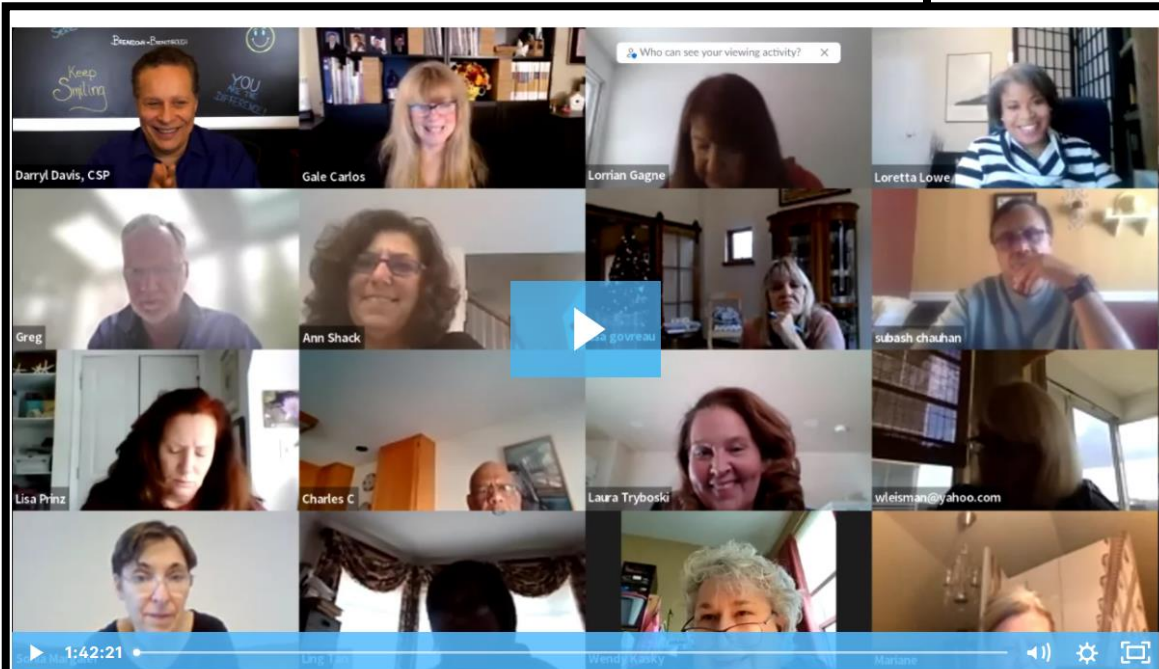
Favorite ☆

Favorite ☆

Favorite ☆

48 AMAZING IDEAS FROM POWER AGENTS®

BRAINSTORMING SESSION 12.09.21



WOW! What an amazing Brainstorming session this was. Thank you to everyone who attended, shared, and contributed their ideas and thoughts on what is working best for them in their business. It's agents like you all who make this business THAT much better!





Use a Price Range When Coaching Real Estate Sellers

Real estate agents often think they need to have ALL the answers in a listing conversation, including price. Pro coaching tip: Use a price range and involve your client for less pressure, better results.

Last year was a crazy one for the housing market, and what is equally crazy is how it more than likely has not even peaked just yet. While it's slowed in some areas, others are still seeing an increase in prices, not to mention the startlingly low inventory.

We are often asked by Power Agents® **how to adjust housing price suggestions when comps are often all over the place**, especially when you aren't comfortable adjusting for square footage, condition, and other amenities and detriments.

Here's how to coach your sellers to make a good decision...

[READ MORE](#)



Pro Tip: Your “Touch Base” Calls Are Not About You

An essential tool for prospecting is calling past clients to reconnect, but the attitude you go into the call with can make or break your success.

Many real estate agents ask themselves if real estate coaching is worth it, and I say yes (even if I'm a little biased!). **The benefits of having someone with experience looking at the issues that you are having can provide clarity**, just as one of our Power Agents® experienced recently when he came to me with a problem. He had been doing many of the things I had suggested, but still wasn't having a lot of success, so to his credit, he asked, “What am I doing wrong?”

Here's the lesson...

[READ MORE](#)

THE POWER AGENT® NEWSLETTER

Delivering Tools, Strategies, and Skill Builders for Real Estate Professionals

EXCLUSIVE POWER AGENT TRAINING!

How to Use the NEW POWER AGENT® Print Portal

Powered by PCM Digital

Thursday, January 20, 2022
12-1 PM Eastern (9-10 AM Pacific)

This week, we are launching your new Power Agent® Print Portal, powered by PM Digital. It's will be a new tool to help you print and mail many of the powerful pieces that are already currently in your Classroom.

To introduce the new portal and help navigate your new tool, please join us for an informative how-to Zoom session this **Thursday, January 20th at 12pm Eastern**. Please go to the following link to receive your Zoom link.

[JOIN LINK FOR THURSDAY](#)



POWER HOUR COACHING CALL

Fantastic call this week everyone - thank you to all who could join us!

Here's what we addressed:

- Importance and value of using the [Power Agent Directory](#)
- Classroom Training on Tuesdays
- How to get results and stay top of mind with leads
- How to get restarted in real estate
- What to do when you can't door knock
- Power of reconnecting with people in your sphere
- Empowering yourself when you don't feel like prospecting
- Serving not selling
- How to stay engaged during new construction process
- How to find calendar items
- Why putting your prospects interests before your own is powerful
- How to price property correctly for MLS searches
- How long should you farm an area if you aren't seeing results
- How to get started in a new market
- Why Communication is the most important skill you can develop
- How to calculate your farm area for the new year
- How to let FSBOs know they will net more money using an agent
- Why you shouldn't do free work, i.e. - Open House for FSBO
- How to stay in integrity
- Focus on making a difference in people's lives - success will follow

You can listen on demand in your Coaching Call tab in the Classroom - or head over to [Facebook](#) to watch the replay of our Live call!

[WATCH THE REPLAY](#)



TUESDAYS AT 11 AM EASTERN

Power Agent® Onboarding Q & A

There's a LOT to learn and a ton of tools to use in the
Power Program!

That's why we are implementing a quick tutorial and Q&A session every Tuesday at 11am Eastern via Zoom. It's a great way to just hop online, get your questions answered, and get acclimated to the site and all your membership tools!

Find the link to join below and join us at 11am Eastern!

[CLASSROOM TRAINING LINK](#)



Work that Network!

Your Power Agent® Directory is waiting for you! Connect, network, and easily share referrals with like-minded agents who are committed to serving, not selling AND find integrity partners or role-playing partners as well!

If you haven't yet filled in your profile, click the link below to get started. Pay special attention to the **County and Areas Served sections** as they will be what your fellow agents will use to search to send referrals. Have some fun with it! Add your bio, tagline, social media links and more. The more you add, the easier it is for everyone to network and find new friends and referral partners!

Sarah actually put together a quick video to demonstrate how to edit your profile. [Find that here.](#)

You can also easily navigate back to your directory at any time from your Dashboard [here.](#)

[UPDATE MY DIRECTORY](#)



Going Wide



**Going Wide
Vs
Going Deep**

WELCOME

to today's webinar:

How to Stay **FOCUSED** On High Priority Activities

We will begin shortly!
Please click audio in the
center of your screen to
listen in!



What Is a High Priority Activity?

It's an A-Task Item that generates a conversation with a buyer or seller.



**Your Job EVERY
DAY is To Only
Accomplish 2
Things.....**

- 1. Talk to someone about buying real estate**
- 2. Talk to someone about selling real estate**

DarrylSpeaks.com/Trial

MY 30-DAY COMMITMENT

DAY	SELLER	BUYER
DAY 1		
DAY 2		
DAY 3		
DAY 4		
DAY 5		
DAY 6		
DAY 7		
DAY 8		
DAY 9		
DAY 10		
DAY 11		
DAY 12		
DAY 13		
DAY 14		
DAY 15		
DAY 16		
DAY 17		
DAY 18		
DAY 19		
DAY 20		
DAY 21		
DAY 22		
DAY 23		
DAY 24		
DAY 25		
DAY 26		
DAY 27		
DAY 28		
DAY 29		
DAY 30		



For the next **30 days**, I commit to talking to **two people per day**, at least one buyer and one seller, about real estate, so that I can take my business to my personal **Next Level®**.

My Photo

Signature

What Is a High Priority Activity?

It's an A-Task Item that generates a conversation with a buyer or seller.

Examples

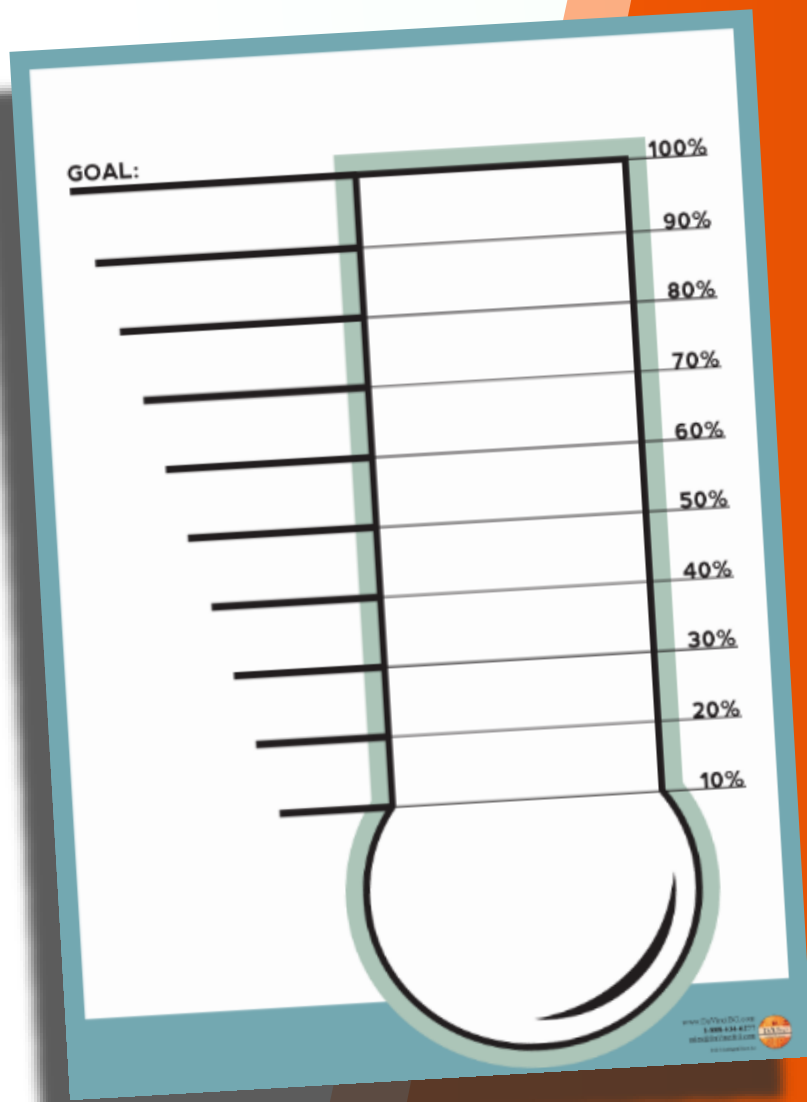
A-Task – Follow-up Open House, Calling FSBOs, Expireds, SMILE Stop for past clients

B-Task – Organizing your listing conversation, changing your website, learning new software, getting organized

From Lead to Client Process

<u>Lead Gen</u> <i>Initial Contact</i>	<u>Lead Nurture</u> <i>Serious Interest</i>	<u>Client</u> <i>Actual Business</i>
<p>FSBOs</p> <p>Expireds</p> <p>Open House</p> <p>Referral</p> <p>Inquiry from online, an ad, mailings, etc</p>	<p>Listing Appt</p> <p>Listing Appt. Follow-up</p> <p>Buyer Discovery Meeting</p> <p>Buyer Showings</p>	<p>People in contract or closed transactions</p>

Motivational Devices Help You Stay FOCUSED





Listing Inventory Chart

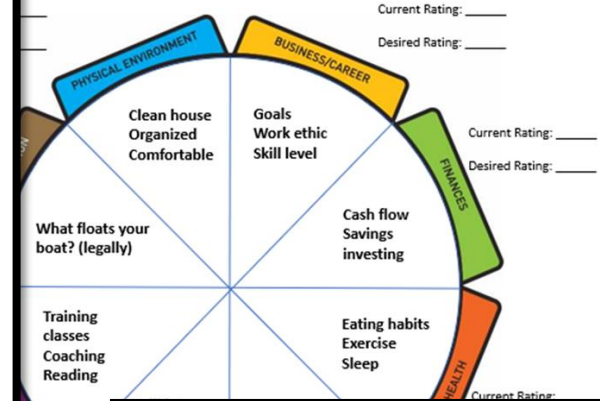
"Focus on building listing inventory by 1 a month!" ~Darryl Davis

21					
20					
19					
18					
17					
16					
15					
14					
13					
12					
11					
10					
9					
8					
7					
6					
5					
4					
3					
2					
1					
	Jan	Feb	March	April	May

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Living a NEXT LEVEL® Life! Life Goals Wheel

Ratings Scale: 1-10, 1=You Need Therapy 10=Life is Grand



Living a NEXT LEVEL® Life!

Life Goals Chart

Write Down Three Ways You Can Improve Each of These Vital Life Components

Physical Environment	Business Career	Finances	Health
1.	1.	1.	1.
2.	2.	2.	2.
3.	3.	3.	3.

Family and Friends	Romance	Personal Growth	Fun and Recreation
1.	1.	1.	1.
2.			
3.			

www.ThePowerProgram.com® **POWER PROSPECTING PLAN - Weekly Challenge**

POWERFACT: When your prospecting dwindles – so does your income. Agents often say, "I don't know what to do. I don't know where to find new business. I don't know how to get started." I get it. I've been there. Done that. Don't need another T-shirt-right? You need Leads. For the next four weeks, my challenge to you is to make at least five calls per day, working at least three of these prospecting lead sources. Print one copy of this per week and start keeping track! Learn the secrets behind each source at www.thepowerprogram.com/LeadSources. Ready? Go!

Name _____ Week Of: _____

Power Prospecting Source	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Call Current FSBOs							
Call Current EXPIREDS							
Call FSBOs from 6 months ago							
Call EXPIREDS from 6 months ago							
Call Past Clients							
Call Houses for Rent							
Cold Call Around New Competition Listing							
SMILE STOPS with gifts							
Host Neighborhood Open House							
Call Vendors for Leads							
Call "Orphans"							
Post a Real Estate Update Video							
Call Old Friends							

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Your daily schedule

Stay on top of where you need to be and which tasks absolutely, positively must get done today.

today's date: _____

by, I must do:

must contact:

notes

6^{am} ○

7^{am} ○

8^{am} ○

9^{am} ○

10^{am} ○

11^{am} ○

12^{pm} ○

1^{pm} ○

2^{pm} ○

3^{pm} ○

4^{pm} ○

5^{pm} ○

6^{pm} ○

7^{pm} ○

8^{pm} ○

9^{pm} ○

10^{pm} ○

11^{pm} ○

12^{pm} ○

www.ThePowerProgram.com

My Next Level®

My life is full of abundance

HEALTHY AND HAPPY :) MORE FAMILY TIME

Smiling happiness looks gorgeous on you.

I'm enjoying financial FREEDOM

SUCCESS Be the person someone smiles today

DREAM BIG

TRAVEL

PROCEED AS IF SUCCESS IS INEVITABLE


Say yes to new adventures

LAUGH

"Anything is possible in the future, you just haven't figured out how to do it YET." -- Darryl Davis

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 Erica Bassett

Yesterday at 4:01 PM · 🌐

Had my first FSBO listing appointment today. It was with a FSBO who put their home on Zillow for about 15 minutes before taking it down earlier this week. I called them, they originally told me they were going to wait 3-6 months before putting it back on, had a great conversation about the area and our mutual favorite donut shop, Thanked them and thought nothing else of it. This was after all only my 2nd FSBO call ever...well yesterday they called me and asked if I would come over and "take a look" at what they got. Did my research and crammed on Darryl FSBO videos, arrived at the appointment pumped and feeling prepared. It was a wonderful experience, had an amazing conversation and I used SO MANY of the dialogues and analogies I have been learning from Darryl. It's how I felt comfortable and the whole appointment just flowed, I left them with my first ever FSBO listing packet and will continue to follow up with them. Now I've "Darryl'd" part of my home office space to keep my momentum going. I'm loving all the Classroom content I'm finding! Thank you for all these awesome resources, they are working for me!

Now time to get some dotsssss! For now I'm off to put their THANK YOU note in the mail!

If you need a referral agent in the CAPE COD, MA area, I'd love the opportunity to work with you and your customers. I promise my customer service will have you wanting to move here yourself! 😊

Erica Bassett - Realtor and Power Agent ❤️

EXIT Cape Realty - Cotuit, Ma

Erica@EXITCapeRealty.com

www.Erica.EXITCapeRealty.com

774-392-7896 or TEXT "CapeRealty" to 85377 See Less

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ACTIVITY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Call 5 Past Clients							
Send 50 Letters							
Call 5 FSBOs							
Call 5 Expireds							
Call 5 Farm Residents							
Post Social Media Live Video							
Connect in Area Facebook Groups							
Call Houses for Rent							
Cold Call Around New Competition Listing							
SMILE STOPS With Gifts							
Host Neighborhood Open House							
Call Vendors for Leads							
Call "Orphans"							
Call Old Friends							
Host a Virtual Q&A							

Real Estate BINGO

Hopped on a Coaching Call	Got Hung Up On	Reached Out to Five Past Clients	Called Two FSBOS	Heard, "We're Going to Wait"
Checked on Neighbors	Supported a Fellow Agent	Posted a Meme in the Facebook Group	Called Ten People From My Farm	Spent an Hour of Family Time
Worked on My CRM	Made a Facebook Live Video	FREE SPACE (Touched My Face)	Sent Letters to 100 People	Poured a Cup of Coffee or Tea
Found a Roleplay Partner	Sent Five Notes of Hope	Turned a Negative Around	Called Two Expireds	Watched a Webinar on Demand
Checked to See What Day it Is	Got a Snack	Heard "Stay Safe"	Talked to a Friend	Found a Reason to SMILE

Print one copy per day and cross off squares as you accomplish them.
When you get a BINGO – reward yourself with a treat!

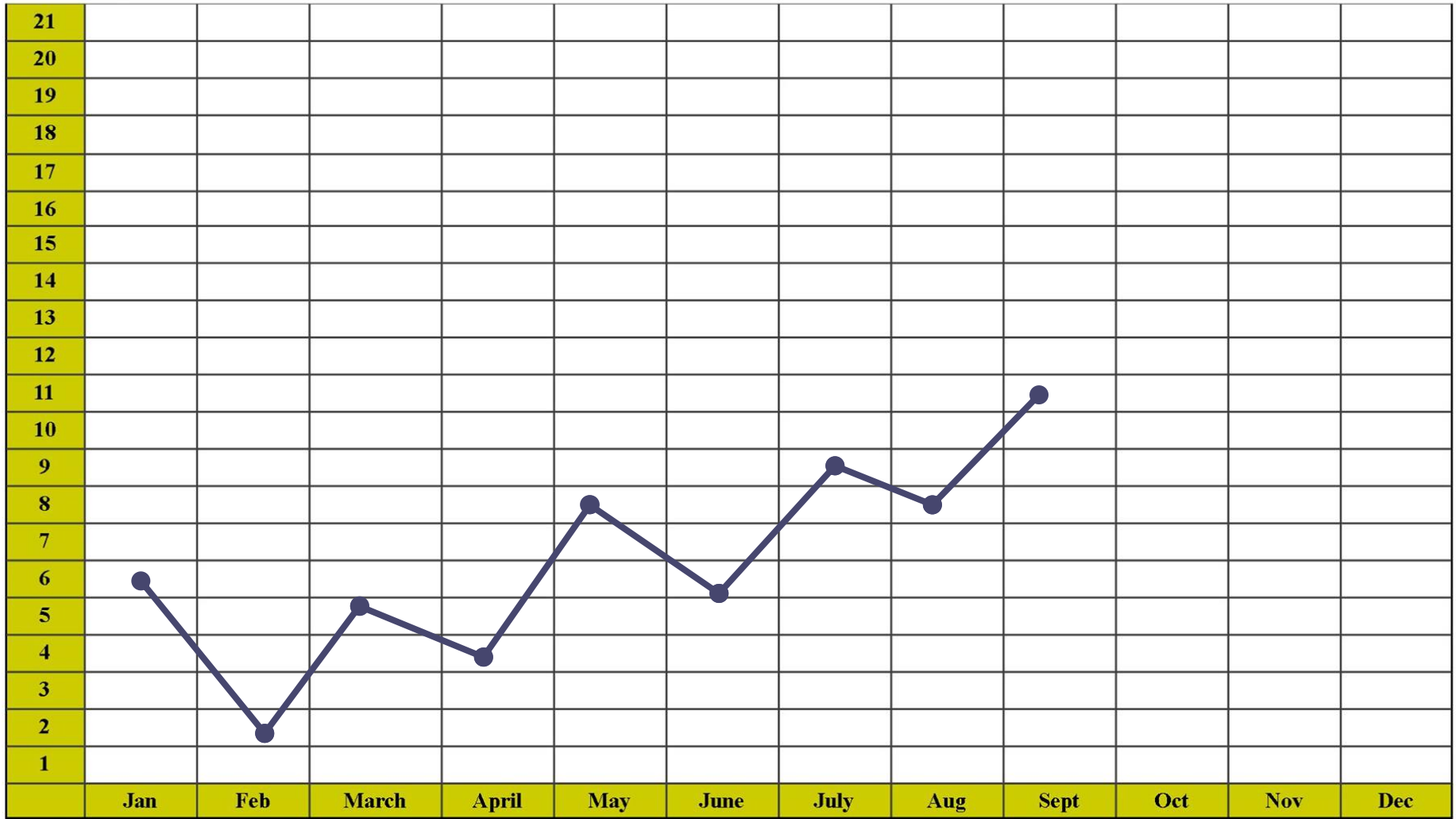


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Listing Inventory Chart

“Focus on building listing inventory by 1 a month!” ~Darryl Davis



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Anything is possible in the future, you just haven't figured out how to do it yet. - Darryl Davis

My Next Level® VISION BOARD



TRAVEL



I am enjoying financial
FREEDOM



BE PRESENT



Be the reason someone smiles today.

JOY SUCCESS



POWER AGENT®

Month	Listings	Listings Sold	Sales
January	● ● ●	●	●
February	●		
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

Sick and tired of
being sick and tired. *Today* I will have a

BREAKTHROUGH!

Month:

Date	# Calls	#Conv	#Appts	Notes

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Go to the Classroom

Unlock hundreds of Power Agent® results-producing training tools.



Register for the Next Webinar

Learn the latest Next Level strategies and solutions for agents.



Get Coaching Call Credentials

Connect to weekly coaching every Monday with these call codes.



Edit My Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Access My Quick Start Guide

Tap into the top ten ways to get the most from your membership.



Log Into My CRM

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



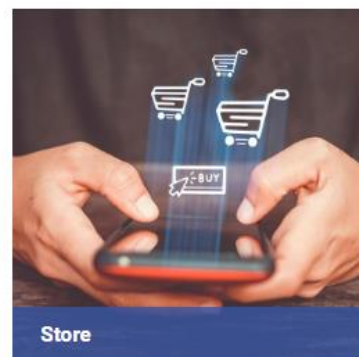
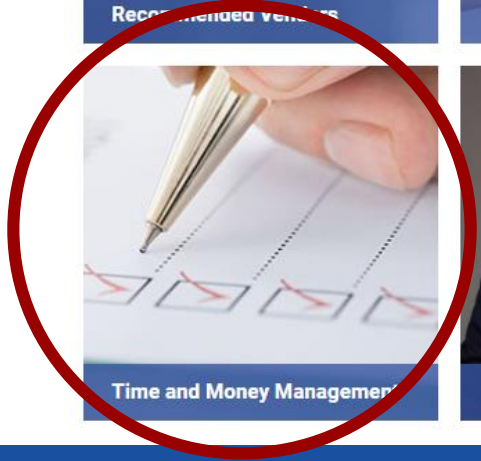
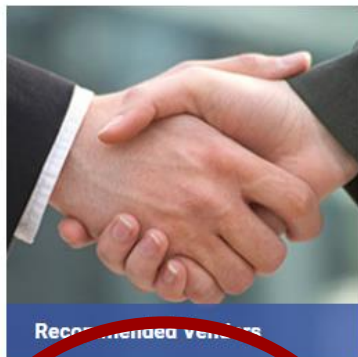
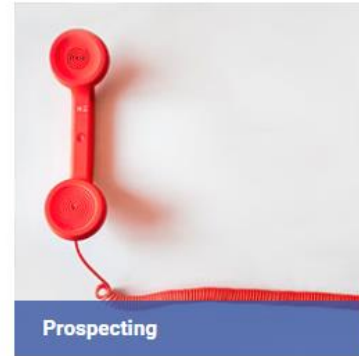
How-To Site Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership!



Take Me to Facebook

Connect easily to your nationwide online Power Agent® Facebook Community.





High Priority For Buyers

- Open Houses

***NOTE: Do them even if
the house is going to
sell in 24 hours***



DarrylSpeaks.com/Trial



High Priority For Buyers

- **Open Houses**
- **Follow Up after an open house**

DarrylSpeaks.com/Trial

FOLLOW UP TO OPEN HOUSE DIALOGUE

Step 1 Identify

Hello, may I speak with Mr. Jones?

Step 2 Introduce

Hi, this is Darryl Davis with Power Realty, how are you?

Step 3 Clarify

The reason I'm calling was to thank you so much for stopping by our open house on (date here) at (address here)!

Step 4 Ask questions to determine their commitment

This house, if you remember was a ___ bedroom ___ bath, at (price). If that's the style and price range you're looking for, there's some new listings that came on the market that are really awesome.

A) Is this the style of house that you were looking for?

(From this point forward, just ask questions related to style of house, space needs, schools, etc. to find out their commitment.

Step 5 Invite Action

In my office, we have something called the 6-step buying process that is designed to help you find the right house with the least amount of aggravation. So, what I'd like to do, is to find the time when you can come in so I can share this valuable process with you, and we can go take a look at those amazing new listings before they get sold.

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



/DarrylSpeaks



DarrylSpeaks.com/Trial

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Texting Scripts

- **Thanks for attending our open house at [ADDRESS]. We had a strong turnout so please reach out if you have any questions about the property ASAP.**
- **Hi [NAME] Are you still looking for a home in the [TOWN] area? Some new properties that came on the market you may be interested in.**
- **Hi this is [NAME and COMPANY]. I'm setting up showings for the week. Would you like to get together to see some houses?**



Create your frequently-sent texts just once and send them to anyone with a single tap!

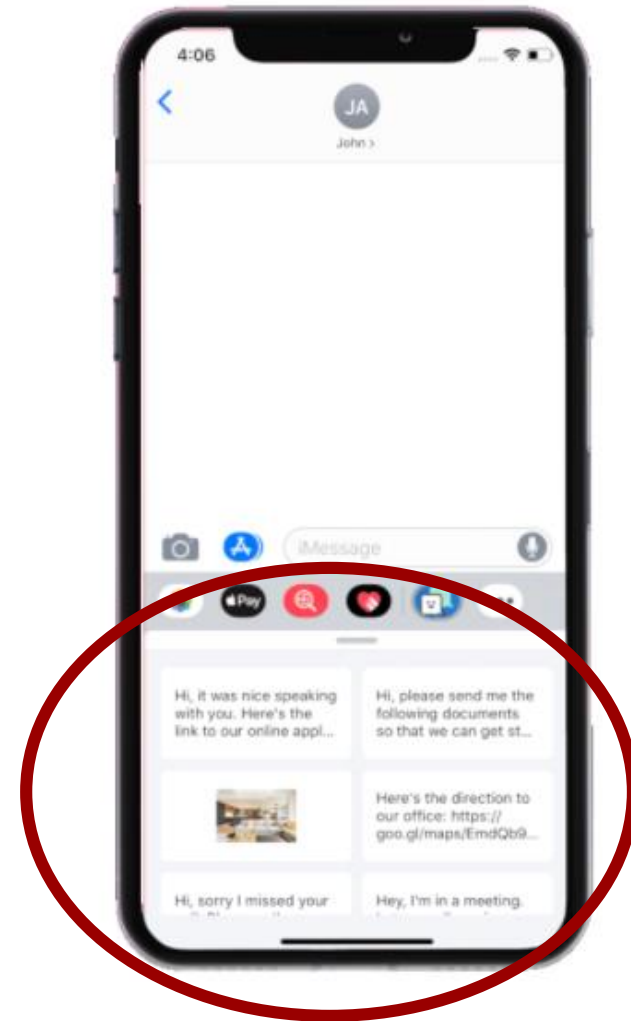
Free yourself from typing the same information over and over again!
Download RocketBiz on the AppStore today!



Sample Uses

Run your business on the go

Escape from the pressure of typing perfect sales pitches, deal summaries, links to online applications, driving directions, etc. while you're on the go. Save them in RocketBiz and send with a single tap to anyone, anywhere, anytime, right from your iPhone's native Messages app! Download today and be more productive with your time!





High Priority For **Buyers**

- **Open Houses**
- **Follow Up after an open house**
- **Get a Signed Buyer Agency Agreement**



“I got more organized, learned how to identify the serious buyers, and went from 25 closed sales to over 60 closed sales in just 12 months. This program is a must for every real estate agent.”

Tom Baxter, Power Agent®
ReeceNichols Realty



WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



21/11/18 - Lessons Learned from Recent Crimes Against Agents

Favorite ☆



21/11/17 - How To Reinvent Yourself & Guarantee Success in 2022

Favorite ☆



21/11/10 - Top Ten Reasons Homeowners Should Sell During The Holidays

Favorite ☆



21/11/04 - Turning Leads Into Listings Part 2

Favorite ☆



21/11/03 - iBuyer Beware: How to Explain to Homeowners Why They Should List With You

Favorite ☆



21/10/28 - What Market Changes Mean for Your Buyers & Sellers

Favorite ☆



21/10/27 - Creating Buyer Loyalty: How To Make Sure They Buy From You

Favorite ☆



21/10/20 - How To Become A Fearless Listing Machine This Fall

Favorite ☆



21/10/13 - iBuyer Beware: How To Explain to Homeowners Why They



21/10/06 - Marketing Strategies to Finish 2021 Strong



21/09/30 - Risk Management for REALTORS



21/09/29 - How To Use the Upcoming Holidays to Generate More Business

Customer vs Client

Customer	Client
Pays for a product with an immediate money transaction	Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties.

Customer vs Client

	Customer	Client
Definition	Pays for a product with an immediate money transaction	Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties
Fiduciary Responsibility		
Written Agreement		
What a company offers		
Sales Professional Focus		
Length of Relationship		
Personal Attention		

Customer vs Client



Customer

Pays for a product with an immediate money transaction.

Examples include:

- A car
- Food (grocery store, restaurant, bakery)
- Clothing
- Furniture
- Gasoline
- Entertainment such as Netflix, live show, movie

Client

Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties.

Examples of Client Purchases:

- Attorney
- Accountant
- Insurance Agency
- Graphic designer
- Financial planner
- Real Estate Professional



Agent Name, Title
Company Name
Phone Number
Email Address



Web Address Here

Customer vs Client



Customer

Client



Definition

Pays for a product with an immediate money transaction.

Buys a personalized and highly professional service. This business relationship has clearly defined responsibilities between parties.

Fiduciary Responsibility

To the company and transaction.

To the client.

Written Agreement

NO.

YES.

What a Company Offers

Product and service.

Service.

Sales Professional Focus

Selling

Serving.

Length of Relationship

One time.

Ongoing.

Personal Attention

Less required.

Highly required.



Agent Name, Title
Company Name
Phone Number
Email Address
Web Address



**As a Seller's Agent, Here's What I CAN NOT
or MAY NOT Do for You as the Buyer**



**As a seller's agent, my fiduciary responsibility is to the home seller.
Therefore...**

- I can not advise you on the offer you should make when you find a home you like.
- After writing your offer, I will not negotiate the best price for you but instead for the seller.
- I can not represent your best interest. My responsibility is to represent the seller's best interest.
- I may not call you when there is a new listing that comes to market that meets your criteria.
- I may not give you preferred treatment with new listings to market over buyers in your price range that I do have a buyer's agency agreement with.
- I may not show you everything in your price range.
- I may not always be available to help you once you go into contract on a home.

Agent Contact Info / Photo(s) Here.



**As a seller's agent, my fiduciary responsibility is to the home seller.
Therefore...**

- I can not advise you on the offer you should make when you find a home you like.
- After writing your offer, I will not negotiate the best price for you but instead for the seller.
- I can not represent your best interest. My responsibility is to represent the seller's best interest.



High Priority For Buyers

- Commit to saying this in almost every day-to-day conversation:

I'm really committed to helping people benefit from the current real estate market. Do you know of anyone that is thinking of buying or selling real estate?



High Priority For **Sellers**

- Call neighbors for your buyer

"I HAVE A BUYER" DIALOGUE

Step 1 Identify
 Hi, may I speak with Herman Hurner?

Step 2 Introduce
 Hi, this is Cheryl Davis with Power Realty. How are you?

Step 3 Clarify
 The reason I'm calling is I have a buyer who has been searching very seriously for a home to buy in your area. As I'm sure you aware, the # of houses for sale is very low, so I was calling to see if you heard of anyone thinking of selling.

No - All right, well let me ask you, have you ever thought about selling?

Step 4 Ask Support/Building Questions
 Do you mind me asking, what do you think is one of the nicest features of the area? How

Dialogue - "I Have A Buyer"

[English](#) | [Español](#)

Favorite ☆



High Priority For **Sellers**

- Call neighbors for your buyer
- Send out mailings for your buyer

Dear Hunna Hunna

I believe we may have a buyer for your home.

We have been searching really hard for one of our buyers looking to move into your neighborhood. From what we can find on public record, your property might be perfect for them. Are you open to selling it in the near future?





Greeting Cards



Listing Appointment



Magazine



Negotiating Offers



New Agent



Notes



Objection Handling



Onboarding



Power Agent® Purpose



Print Portal



Profile & Billing



Prospecting

DarrylSpeaks.com/Trial



High Priority For **Sellers**

- Call neighbors for your buyer
- Send out mailings for your buyer
- Walk your neighborhood and or visit past clients

DOOR KNOCKING YOUR FARM DIALOGUE

Power Agent®: *Hi, I'm Darryl Davis from Power Realty. How are you?*

Owner: *Fine.*

Power Agent®: *I hope I've not interrupted you. The reason why I'm stopping by is to let you know I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?*

Owner: *Yes.*

Power Agent®: *Great. I also wanted to introduce myself. Here is (give something of value or a gift).*

If there is anything I can never do for you and your family in regard to real estate, my number is on the bottom of (what you just gave them.)

Oh, by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that offers two things: First, it shows how much your neighbors paid for their home, and second, based on that information, gives you a value range for your property's worth. We believe this is really important because a home is usually one of a family's most important assets and just like a stock portfolio, periodically you should get an update on the value of your assets. Is that something you would be interested in?

Owner: *Yes.*

Power Agent®: *Great. The first step is to take a quick look through the home, get some information about square footage, etc. and then I can put that report together. When is a good time to take the nickel tour? 😊*

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



www.DarrylSpeaks.com/Trial

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Oh, by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that offers two things: First, it shows how much your neighbors paid for their home, and second, based on that information, gives you a value range for your property's worth. We believe this is really important because a home is usually one of a family's most important assets and just like a stock portfolio, periodically you should get an update on the value of your assets. Is that something you would be interested in?

Neighborhood Market Report Certificate

Find Out What Your Neighbors Paid for Their Home

The Neighborhood Market Report helps homeowners better:

- * Understand current home values in the area
- * Compare home values year over year
- * Know the current value of their home
- * Understand current market influencers and what that means for your equity

Your home is one of your most valuable assets. Financial advisors strongly advise getting a Home Market Analysis annually to best understand the worth of your home and potential return on investment. I am happy to provide that annual report for you.

**This Certificate Entitles You to One FREE Neighborhood Market Report.
Simply contact me directly today to get yours.**



**Your Name, Company Name
Phone | Email
Website**





SMILE STOPS™ are a fun reason to stop for quick visits with past and potential customers to *show your appreciation* and continuously *cultivate your connection and trust*.

They are designed to help you:

S: Service (focus on service not selling)

M: Meet face-to-face

I: Invite them to share their needs by asking questions

L: Leave behind a token of gratitude

E: Elevate the relationship

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www.DarrylSpeaks.com/Trial

SMILE STOPS™ for Every Season!

 <p>January</p> <p>Fortune cookies with a note, "Wishing you good fortune in the New Year! I'm here to help!"</p>	 <p>February</p> <p>Heart Shaped Box of Chocolates with a note, "I LOVE my clients! Happy Valentine's Day! I'm here if you need me!"</p>	 <p>March</p> <p>Cellophane bag with chocolate coins tied with green ribbon with a note that says, "I'm LUCKY to have you as a client and your referrals! Happy St. Patrick's Day!"</p>	 <p>April</p> <p>Package of PEEPS candies with a note, "Have any PEEPS with real estate needs? Call me, I can help!"</p>
 <p>May</p> <p>Package of Flower Seeds with a note, "Thanks for helping me BLOOM! Your referrals are appreciated!"</p>	 <p>June</p> <p>Box of Swedish Fish with a note, "It's o-FISH-ally summer! I'm hooked on happy clients and referrals! Call if you need me!"</p>	 <p>July</p> <p>Box of Sparklers with a note, "Wishing you a sparkling Independence Day! I'm here to help with all your real estate needs!"</p>	 <p>August</p> <p>National S'mores Day is August 10th!</p> <p>Deliver s'more fixings (graham crackers, chocolate, marshmallows) to five great clients with a note, "If you ever need s'more info on the real estate market - call me!"</p>
 <p>September</p> <p>Ruler with a note that says, "Hope the new school year RULES in your home! I'm here to teach you whatever you need to know about real estate!"</p>	 <p>October</p> <p>Pumpkin carving kit with a note, "Let's carve out some time to talk real estate and referrals! Thanks for being a great client!"</p>	 <p>November</p> <p>Pumpkin or apple pie with a note, "Any way you slice it, you're appreciated! Happy Thanksgiving! I'm here if you need me!"</p>	 <p>December</p> <p>Wrapping paper roll with a note, "Thanks for helping me WRAP up a great year! Happy holidays and know that I am here for all of your real estate questions or needs!"</p>



SMILE STOPS™ are a fun reason to stop for quick visits with past and potential customers to *show your appreciation* and continuously cultivate your connection and trust.

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S: Service (focus on service not selling)

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SMILE STOPS[™] for Every Season!



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Package of PEEPS candies with
a note, *"Have any PEEPS with
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can help!"*



High Priority For **Sellers**

- **Send out mailings for your buyer**
- **Call neighbors for your buyer**
- **Walk your neighborhood and or visit past clients**
- **NOW business prospecting**

Pick Just a Few Activities & Do It Everyday



1. **FSBOs**
2. **Expireds**
3. **Houses for Rent**
4. **Old FSBOs**
5. **Old Expireds**



Jonathan Myers

Expired, FSBO, cancelled, rentals 9 months from lease start date, and social media. I have done that and I am in my first year and am on track for 30+ this year.

Like · Reply ·





Texting Scripts


- **I just left you a voicemail about your house for sale. Please call me at your earliest convenience.**
- **I'm sorry to text but a new listing came up for sale in your neighborhood. We expect this will generate a lot of buyer interest in our neighborhood. Please call if know of anyone who is thinking of selling.**
- **I'm sorry to text but I have a few buyers looking in your area. Is your home still available?**
- **I have a few thoughts on how to get your home sold fast; do you have time for us to meet to discuss?**



Objection Handling



Playing with Buyers



Power Logo



Prospecting



Recommended Vendors



Servicing Sellers




SMILE Techniques




Social Media Shareables



Time and Money Management



Webinars On Demand



Store



Facebook

WEBINARS ON DEMAND



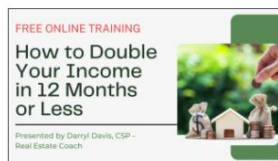
22/01/20 - How to Use Your Power Agent Print Portal

Favorite ☆



22/01/19 - Guarantee 2022 is Your Breakthrough Year

Favorite ☆



22/01/12 - Double Your Income in 12 Months or Less

Favorite ☆



22/01/05 - 3-Part Breakthrough Business Plan

Favorite ☆



21/12/29 - Top 10 Prospecting Scripts for 2022

Favorite ☆



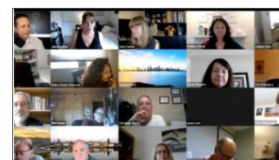
21/12/22 - 7 Must-Have Habits to Succeed in a Shifting Market

Favorite ☆



21/12/15 - Your 2022 Marketing Calendar for Success

Favorite ☆



21/12/09 - Brainstorming Session 7

Favorite ☆



21/11/18 - Lessons Learned from Recent Crimes Against Agents



21/11/17 - How To Reinvent Yourself & Guarantee Success in 2022



21/11/10 - Top Ten Reasons Homeowners Should Sell During The Holidays



21/11/04 - Turning Leads Into Listings Part 2

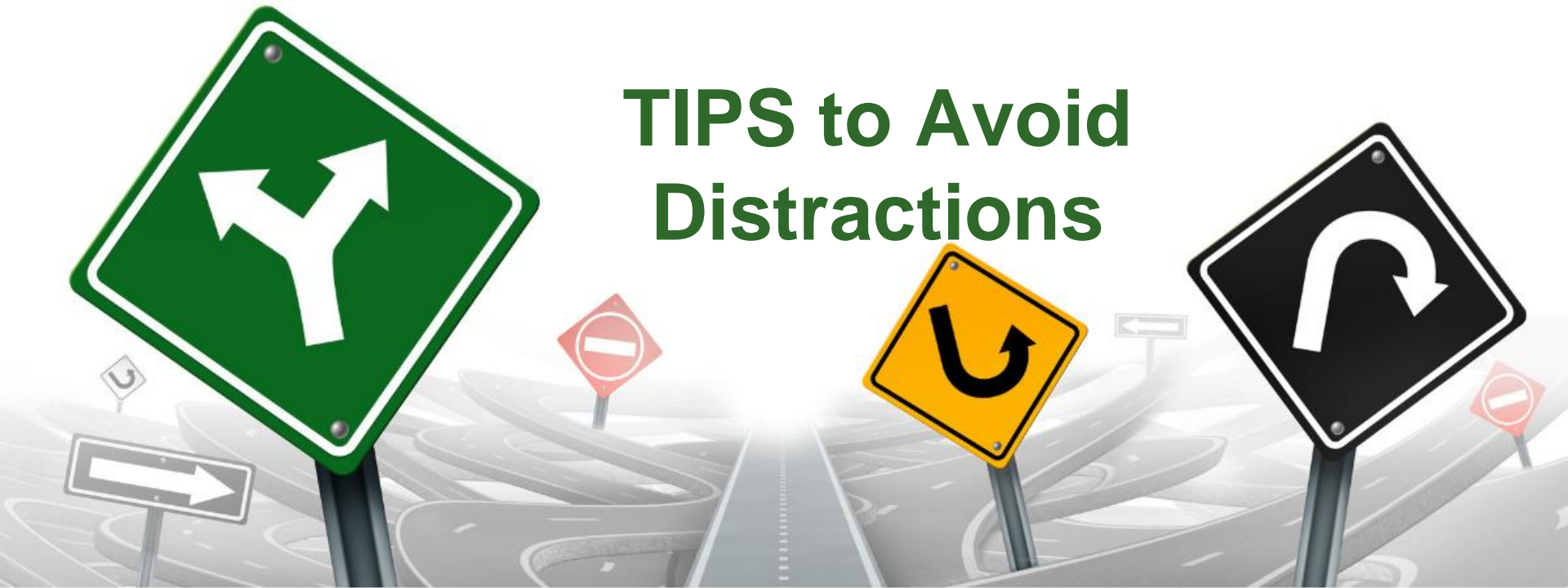
Favorite ☆

Distraction Definition

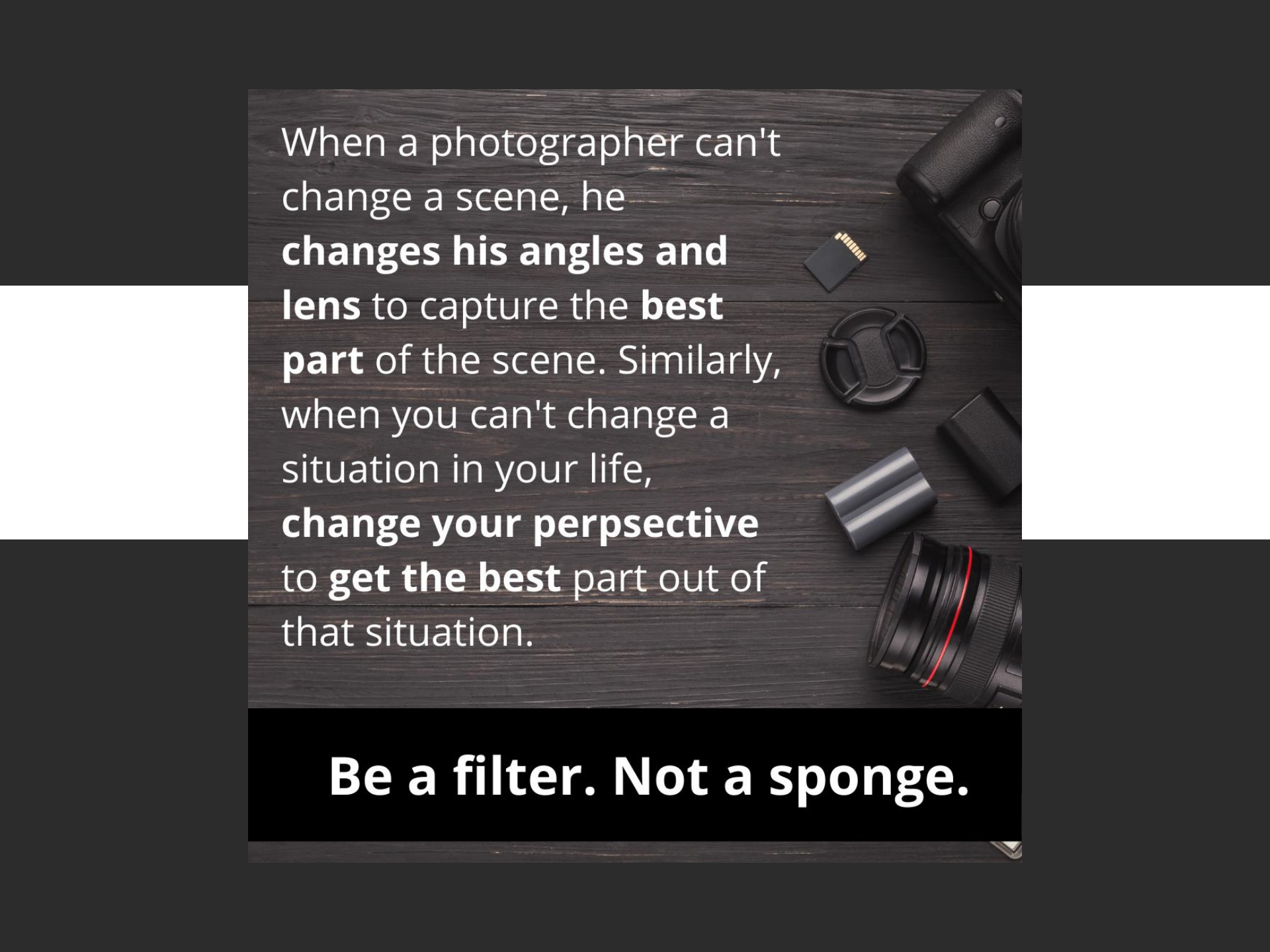
- *A thing that prevents you from giving full attention to something else.*
- *Extreme agitation of the mind or emotions.*



TIPS to Avoid Distractions



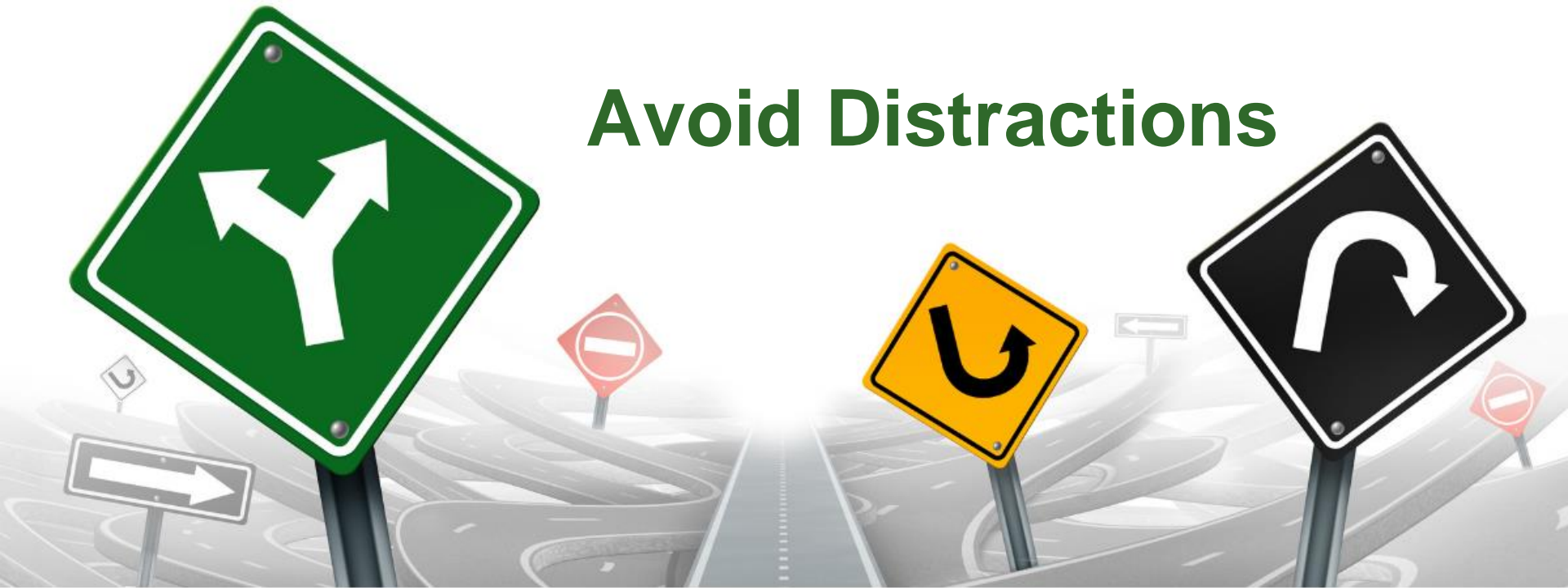
1. **Unfollow people in Social Media if you need to**

A top-down view of various photography accessories on a dark, textured wooden surface. In the upper right, a black camera body is partially visible. Below it is a black SD card. To the left of the SD card is a black lens cap. Further down is a black lens cap. Below that is a black lens cap. At the bottom right is a black lens with a red ring. The text is overlaid on the left side of the image.

When a photographer can't change a scene, he **changes his angles and lens** to capture the **best part** of the scene. Similarly, when you can't change a situation in your life, **change your perspective** to **get the best** part out of that situation.

Be a filter. Not a sponge.

Avoid Distractions



- 1. Unfollow people in Social Media if you need to**
- 2. Get stronger with your technology**

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Go to the Classroom

Unlock hundreds of Power Agent® results-producing training tools.



Register for the Next Webinar

Learn the latest Next Level strategies and solutions for agents.



Get Coaching Call Credentials

Connect to weekly coaching every Monday with these call codes.



Edit My Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Access My Quick Start Guide

Tap into the top ten ways to get the most from your membership.



Log Into My CRM

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



How-To Site Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership!



Take Me to Facebook

Connect easily to your nationwide online Power Agent® Facebook Community.



Notes



Objection Handling



Power Logo



Prospecting



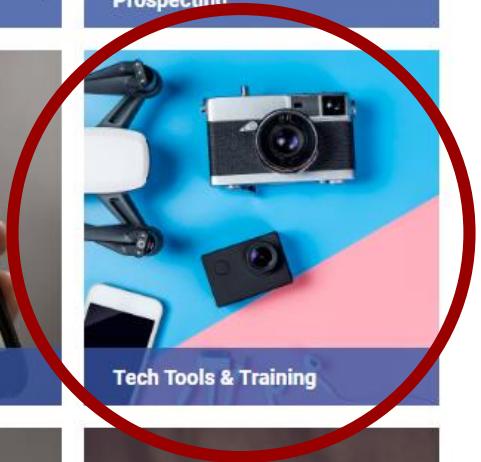
Servicing Sellers



SMILE Techniques



Social Media



Tech Tools & Training



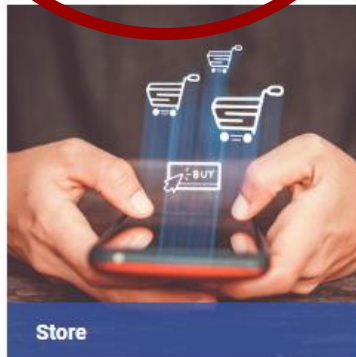
Time and Money Management



Vendors We Recommend



Webinars On Demand



Store



Tech Considerations

1. Website
2. Canva
3. Zoom
4. Social Media Profiles
5. Powerpoint
6. CRM
7. Redx



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🔄 Share an Article

- ⚡ Most Popular
- ☆ Favorites

✕ Darryl News Focus

- Publishers (5) ^
- Architectural Digest
 - Better Homes & Gardens
 - CNBC Real Estate
 - CNN Money Real Estate
 - Country Living
 - Financial Post Real Estate
 - Gardens Illustrated
 - Globe and Mail Real Estate
 - HGTV
 - Homes Magazine
 - Home Trends Magazine
 - House & Home
 - HouseLogic Real Estate
 - Houzz
 - Huffington Post Real Estate
 - Martha Stewart
 - National Post Homes
 - Next Home
 - Realty Times
 - Reno & Decor Magazine
 - Style at Home
 - The Economist Real Estate
 - The Toronto Star Real Estate



May 7, 2020

How Often You Should Wash Your Sheets During The Coronavirus Pandemic

Is there a hard and fast rule about how often to wash sheets to keep things as clean and healthy as possible? According to dermatologists and doctors, yes. And now that being aware of COVID-19 is part of our daily lives, there are new rules when it comes to washing bedding.



May 4, 2020

Will schools be open in September? We asked several experts to weigh in

Many unknowns will need to be answered before schools can confidently reopen in September, say public health experts. Parents won't feel comfortable sending their kids to school unless cases drop to near zero, experts say. Economic realities may force schools to reopen, adding pressure on municipalities to put in place coronavirus testing procedures by September.



May 4, 2020

Home Buying and Selling During the Pandemic: What You Need to Know

Technology and good-old-fashioned creativity are helping agents, buyers, and sellers abide by COVID-19 health and safety practices while getting deals done. Some buyers are touring houses virtually. Others visit in person while remaining at least six feet from their agent. Sellers are hosting open houses on Facebook Live.



May 4, 2020

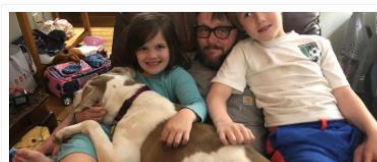
Guide to Paint Finishes (So You Won't Waste Your Money)

Choosing the wrong type of paint finish could mean a do-over that costs twice as much.



April 30, 2020

Dear soon-to-be college grads: Quarantine



April 29, 2020

Tips for training your new dog while you're stuck



April 28, 2020

What To Do With Leftover Food, Even If It's Close



April 28, 2020

As states ease social distancing orders, what does

REDX™

Rocks Wright
Florida

SIGN UP

SUBMIT



Watch the Video



EXPIREDS

Turn Expired Listings
into powerful leads with



FSBOS

Get cleaner, faster For Sale
By Owners without



FRBOS

Rescue landlords from vac-
ant rentals, easiest ap-



PRE FORECLOSURES

Get the most accurate,
up-to-date phone numbers



STORM DIALER

Call more people in
less time with our

TOTAL 13,523



Sort

13 / 13,523

Action



- EXPIREDS (20)
- FSBOS (20)
- FORECLOSURES (20)
- OTHER (20)

- New (10)
- In Progress (10)
- Successful! (6)
- Archived (10)

- EXPIREDS
- FSBOS
- SUCCESSFUL
- In Progress
- COUNTY 3
- COUNTY 3
- PPROPERTY TYPE 4

Filter 13

MORE FILTERS

Profile	Status	Price	Size	Expiration	Actions
Bennie White (801) 784... +2	New	\$385,900	4,500 sqf	Expired: Jun 16, 2014	Called
Alexis Valdez (801) 784... +2	New	\$385,900	4,000 sqf	Expired: Jun 16, 2014	
Frederick Mccoy (801) 784... +4	New	\$343,000	3,500 sqf	Expired: Jun 16, 2014	
Essie Lee (801) 784... +3	New	\$235,400	3,740 sqf	Expired: Jun 16, 2014	
Thomas Hale (801) 784... +5	In Progress	\$251,000	3,250 sqf	Expired: Jun 16, 2014	Contacted, Call Back, Appt Set
Emily Wright (801) 784... +1	In Progress	\$359,120	3,360 sqf	Expired: Jun 16, 2014	Contacted, Call Back, Appt Set
Rita Sherman (801) 784... +2	In Progress	\$259,300	3,200 sqf	Expired: Jun 16, 2014	Contacted, Callback, Appt Set
Joseph Watson (801) 784... +4	In Progress	\$210,900	3,600 sqf	Expired: Jun 16, 2014	Contacted, Callback, Appt Set
Jeffery Ryan (801) 784... +0	Successful!	\$200,450	2,600 sqf	Expired: Jun 16, 2014	Appt Set, Listed, Sold
Colin Armstrong (801) 784... +0	Successful!	\$120,500	2,500 sqf	Expired: Jun 16, 2014	Appt Set, Listed, Sold

Hi I'm calling about your house for sale.

Is it still available?

This is April Elsner with _____, what's your name? Owner I'm calling because I work with a lot of buyers and sellers in your area and wanted to find out what I could do to help you.

- A2 Bring me a buyer: excellent, that is what I do for a living! If I brought you a buyer, are willing to pay a buyer's commission?

How much longer are you going to try to sell this property on your own, before you decide to explore other options?

When you sell this house, where are you going next?

How soon do you want to be there?

Owner
Add name

Phone 631-744-4880 🗑️ 📞 DNC

Phone Add a Phone

Email kmllibby@optonline.net 🗑️ ✉️


Email Add an Email

Address 11 Robert Ct
Shoreham, NY 11786 🗑️ 📍

Address Add an Address

▲ Notes

Property Detail
Activity Log



11 Robert Ct
SHOREHAM, NY 11786

Bedrooms	4
Bathrooms	3
Sq Ft	2374
Yr Built	1968
Lot Size	0.58

Listing

Listing Broker	
Short Sale	
MLS ID	
MLS Area	
Property Type	
Subdivision	
County	
Last Sold Date	



Please disposition to continue

In Progress | Contacted | Call B...

ALYSON
Add name

Phone 435-491-0476

Phone Add a Phone

Email Add an Email

Address 6669 S OVERLOOK RIM E
Murray, UT 84123

Address Add an Address

- Good #/Interested
- Call Back
- Set Appointment
- Referrer
- Voice Message
- No Answer
- Not Interested
- Relisted
- Prev Sold
- Wrong/Trash #
- Agent Number

Expired

0
0
0

Storm Demo

Property Detail

Activity Log

6669 S OVERLOOK RIM RD
MURRAY, UT 84123

Bedrooms 3
Bathrooms 3.00
Sq Ft 2,267
Yr Built 2009
Lot Size 0.01

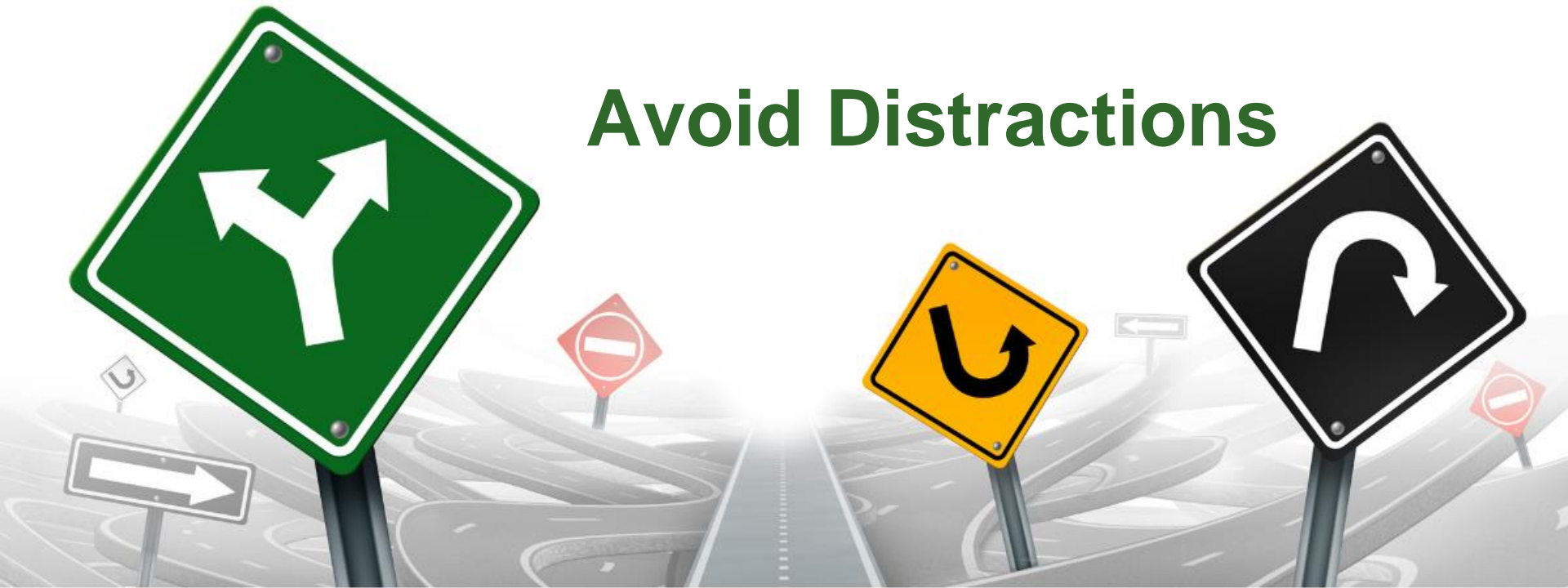
Listing

Tax

Status Expired
List Date Oct 16, 2015
List Price 225000
Days on Market 52
Expired Date Jan 15, 2016
Listing Agent Kim (Airu) Zhang
Listing Broker Salt Lake Homes Realty
Short Sale
MLS ID 1334525
MLS Area 104
Property Type Townhouse
Subdivision WINCHESTER

Notes

Avoid Distractions



1. **Unfollow people in Social media if you need to**
2. **Get strong with your tech**
3. **Hang your signs**

DO NOT DISTURB



**I'M GROWING MY
FUTURE.**

www.ThePowerProgram.com



DarrylSpeaks.com/Trial

DO NOT DISTURB



**I'M PLANTING
SEEDS OF SUCCESS**



DarrylSpeaks.com/Trial

DO NOT DISTURB

**DO
WHAT
YOU
LOVE**

**LOVE
WHAT
YOU
DO**

**I LOVE WHAT I DO AND
I'M WORKING ON MY
BREAKTHROUGH!**

www.ThePowerProgram.com



DarrylSpeaks.com/Trial



Last but not least.....

6:41:32

New York Road Runners

ING NEW YORK CITY MARATHON



City of New York
Parks & Recreation



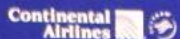
NEW YORK CITY
MARATHON



NEW YORK
ROAD RUNNERS

WORLD MARATHON MAJORS
BOSTON CHICAGO NEW YORK

THE RUDIN
FAMILY



THE RUDIN FAMILY



finish









Belt Pkwy 1.5 miles
EXIT ONLY

55





The 6 Things Running Marathons Taught Me

- 1. Be committed to something bigger than fears**
- 2. Work your life around the commitment, not your commitment around your life**
- 3. Make your commitment public**

Joanne & Mary's

DOT BOARD

MONTH	Listings	Listings Sold	Sales
February	●	●	
March		●	●
April	●●	●	●
May	●●	●●	●
June	●	●	●●
July	●		●●
August	●●		
September		●●	
October	●	●●●	
November	●●	●●	
December			
January			

32 Dots!

"This is more than the last 3 years combined"

Mary Crawford



The 6 Things Running Marathons Taught Me

4. Make mini-goals

Mini-Goals

- **For the Quarter**
- **For the Week**
- **For the Day**



2022

First Quarter

January, February, March

Second Quarter

April, May, June

Third Quarter

July, August, September

Fourth Quarter

October, November, December



MY POWER WEEK:

JANUARY 11TH TO
JANUARY 17TH, 2021



Monday

1/11
JOIN US FOR THE
POWER HOUR WITH
DARRYL COACHING
CALL AT 11 EASTERN.
CHECK THE COACHING
CALL TAB IN
CLASSROOM FOR
ACCESS CODE.

Tuesday

1/12
PUT UP YOUR
PLANTING SEEDS OF
SUCCESS DO NOT
DISTURB SIGN AND
PROSPECT FOR TWO
SOLID HOURS TODAY.
FOCUS ON SERVING,
NOT SELLING.

THIS WEEK:

TOP 3 THINGS I MUST
ACCOMPLISH:

Wednesday

1/13
SWITCH GEARS! TAKE A
DRIVE! CHECK OUT
NEIGHBORHOODS THAT
SEEM TO BE HAVING
HIGHER THAN NORMAL
TURNOVER AND SEE IF
THEY MIGHT BE RIGHT
FOR YOU.

Thursday

1/14
USE THE FSBO &
FSBO VOICEMAIL
DIALOGUES FOUND
IN THE PROSPECTING
TAB AND COMMIT TO
MAKING AT LEAST 5
CALLS.

POWER HOUR TOOL(S)
I WILL USE:

Friday

1/15
GOT AN OLDER DATABASE
THAT NEEDS UPDATING?
CONSIDER HIRING A TEMP
OR BREAKING LIST DOWN
INTO 10 CONTACTS PER
WEEK. LOOK FOR BOOK OF
BUSINESS LETTER &
DIALOGUE IN
PROSPECTING.

Saturday

1/16
ASK YOUR BROKER IF THERE
ARE ANY "ORPHAN" FILES
FROM PAST AGENTS THAT
NEED ATTENTION, THEN
INTRODUCE YOURSELF TO
THEM AS THEIR NEW
COMPANY CONTACT. LOOK
IN PROSPECTING TAB FOR
DIRECTIONS AND
DIALOGUES.

#1 THING I NEED TO LET
GO OF:

Sunday

1/17
REVIEW THE 35 SOCIAL
MEDIA LIVE IDEAS IN
THE PROSPECTING TAB
AND COMMIT TO
CREATING AT LEAST
ONE VIDEO TO SHARE
WITH YOUR SOCIAL
MEDIA SPHERE!

NUMBER OF
PEOPLE/FAMILIES I
WILL SERVE:

GRATITUDE LIST:



Power Agent® Daily Schedule

5:30 AM – 8:00 AM

Read, meditate, prayer,
workout, eat, get dressed



9:00 AM – 10:30 AM

Prospect – NOW Business
(call FSBOs and Expireds)



11:00 AM – 12:00 PM

Meal break & social media
catch up



1:30 PM – 2:30 PM

- Check industry news
- Check local market conditions



4:30 PM – 5:00 PM

Set to-do list for tomorrow



7:00 PM – 9:00 PM

Personal Time



9:00 PM

- Review to-do list for tomorrow
- Bedtime



8:00 AM – 9:00 AM

- Review top 3 MUST DO tasks for the day
- Check inquires for your listings and respond
- Review new listings coming to market to find Shiny Pennies
- Check and respond to emails



10:30 AM – 11:00 AM

- Education
- Set up buyer appointments



12:00 PM – 1:30 PM

- Check up on current transactions
- Return calls
- Follow up on emails



2:30 PM – 4:30 PM

Prospect – Future Business
(Facebook, door knock, call friends, family and past client, send out notecards, call around new listings)



5:00 PM – 7:00 PM

Family Time



www.ThePowerProgram.com

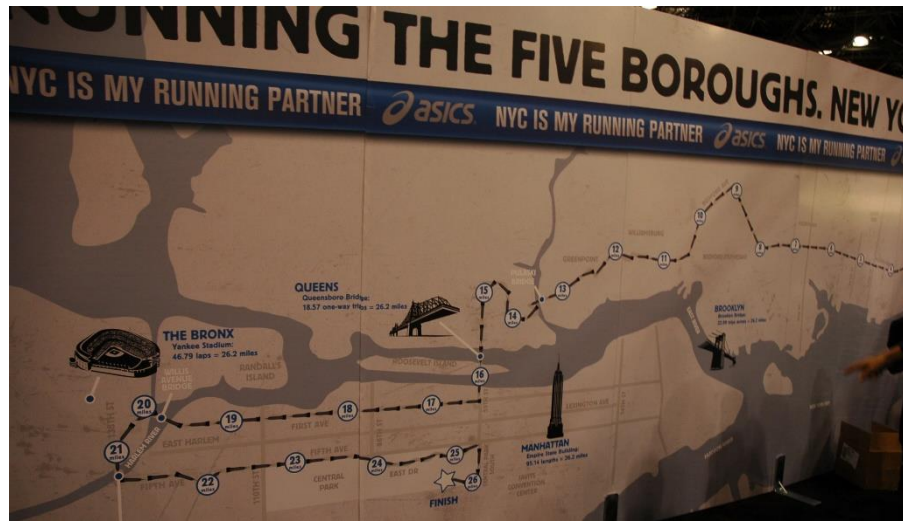
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The 6 Things Running Marathons Taught Me

4. Make mini-goals
5. Get support – training and encouragement

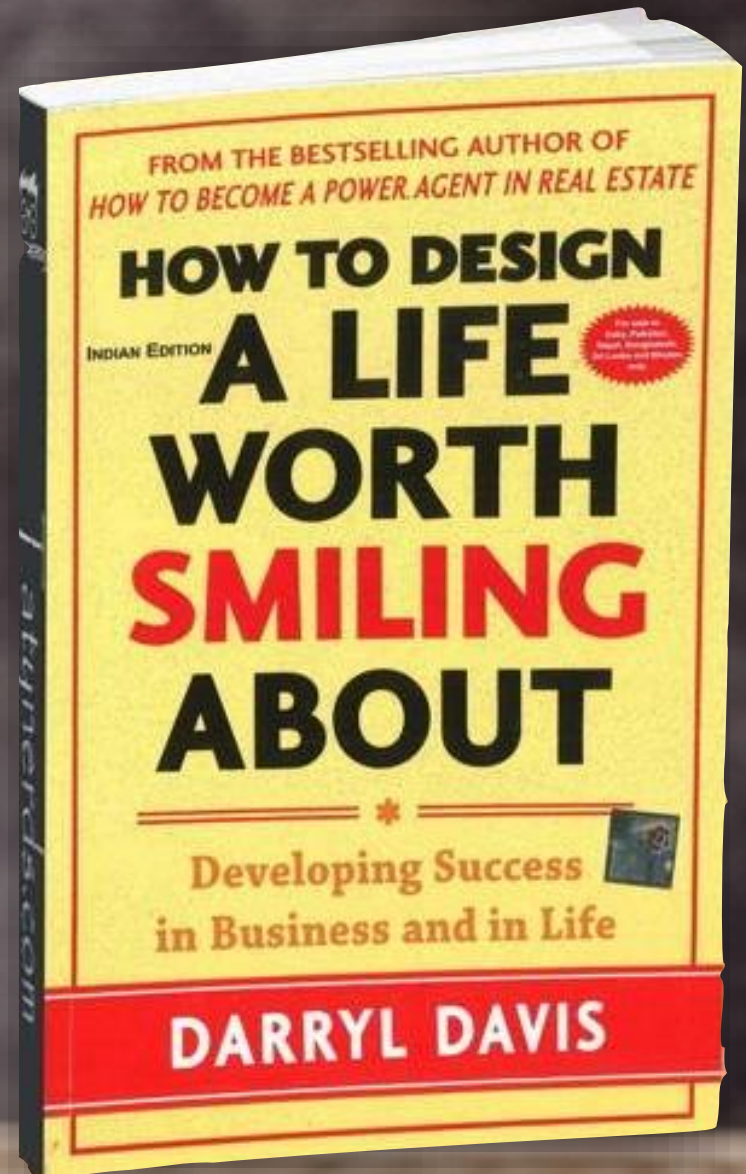
Week	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Total Weekly Mileage
1	Rest	3 miles	4 miles	HT: 7 reps @ 1-1.5 minutes	Rest/or XT	3 miles	6 miles	16 miles
2	Rest	3 miles	4 miles	HT: 8 reps @ 1-1.5 minutes	Rest/or XT	4 miles	8 miles	19 miles
3	Rest	4 miles	4 miles	HT: 9 reps @ 1-1.5 minutes	Rest/or XT	4 miles	10 miles	22 miles
4	Rest	5 miles	4 miles	HT: 10 reps @ 1-1.5 minutes	Rest/or XT	4 miles	12 miles	25 miles
5	Rest	5 miles	4 miles	ST: 2 intervals @ 1 mile	Rest/or XT	4 miles	14 miles	29 miles
6	Rest	5 miles	4 miles	ST: 3 intervals @ 1 mile	Rest/or XT	4 miles	16 miles	32 miles
7	Rest	5 Miles	4 miles	ST: 4 intervals @ 1 mile	Rest/or XT	4 miles	18 miles	35 miles
8	Rest	5 Miles	4 miles	ST: 5 intervals @ 1 mile	Rest/or XT	4 miles	20 miles	38 miles
9	Rest	5 Miles	4 miles	ST: 6 intervals @ 1 mile	Rest/or XT	4 miles	6 miles	25 miles
10	Rest	7 miles	4 miles	ST: 6-7 intervals at 1 mile	Rest/or XT	4 miles	20 miles	41-42 miles
11	Rest	5 miles	Rest	4 miles at easy pace	Rest	4 miles	10 miles	23 miles
12	Rest	40 minute run at moderate pace	20 minute easy pace run	20 minute easy pace run	Rest	Rest	MARATHON!	





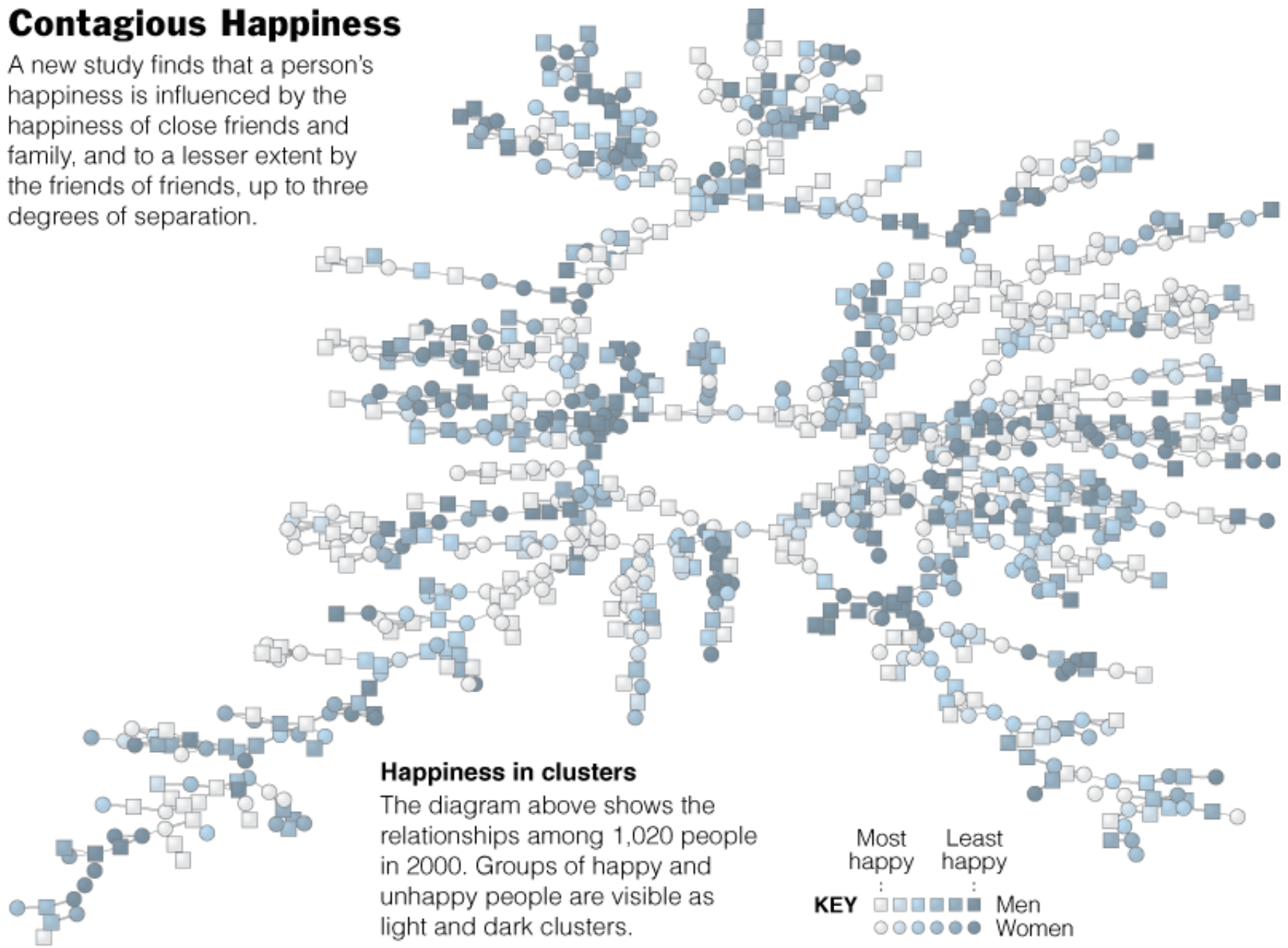


Summarize
3+
Years of Research



Contagious Happiness

A new study finds that a person's happiness is influenced by the happiness of close friends and family, and to a lesser extent by the friends of friends, up to three degrees of separation.



Sources: James H. Fowler; Nicholas A. Christakis; BMJ



Weekly Coaching Calls

DarrylSpeaks.com/Trial



The 6 Things Running Marathons Taught Me

4. Make mini-goals
5. Get support – training and encouragement
6. Don't run alone



Balloon Ladies

Sweep Buses













POWER AGENT[®]

Coaching Members Private Group



SPECIAL

DarrylSpeaks.com/Trial



Only ~~\$197~~
\$47 a month

- **TODAY** the first 30 days is **ONLY \$5**
- **Complete access to the entire *Power Agent*® website**
- **Cancel anytime**
- **BONUSES TODAY**

DarrylSpeaks.com/Trial



LIVE WEEKLY “POWER HOUR” COACHING CALLS EVERY MONDAY

- Don't have to figure it out on your own
- Problem solving & solution finding
- What's working and what's not for agents all over North America
- Get your “head straight” for the week





WEBINARS ON DEMAND

- ***Negotiating: How to Get An Offer Accepted in 24 Hours***
- ***12 Reasons FSBOs Should Not Be a FSBO***
- ***How to Generate a SURGE of Listing The Next 90 Days***
- ***Playing With Buyers | Strategies to Double Your Income***
- ***The Best Strategies to DOUBLE Your Income***
- ***How to Master the Listing Appointment***





DEDICATED Power Agent® Facebook Group

- Never feel like you're flying solo again
- Support from agents all over North America
- Resource for referrals
- Feel connected and empowered





DEDICATED Power Agent® WEBSITE

- HUNDREDS of marketing and prospecting tools
- Farming and self promotion
- Objection handlers
- Scripts, dialogues, and how-to's
- Business plans and checklists
- Money management tools
- Negotiating tools
- Listing appointment must-haves



WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Classroom for Power Agents

Unlock hundreds of Power Agent® results-producing training tools.



Coaching Calls

Connect to weekly coaching every Monday with these call codes.



CRM: Power Builder Tool

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



Facebook Closed Group

Connect easily to your nationwide online Power Agent® Facebook Community.



Quick Guide & Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership!



Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Power Agent® Directory

Your Source for Power Agent® Referrals and Networking.



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Learn the latest Next Level strategies and solutions for agents.

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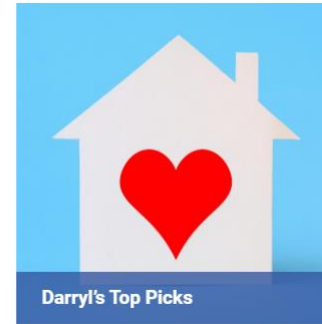
Buyers



Coaching Calls



CRM



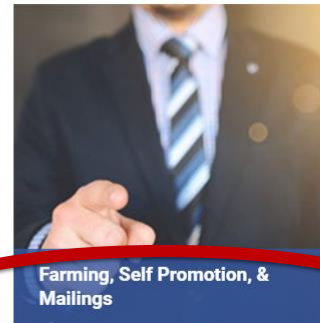
Darryl's Top Picks



Directory



Facebook



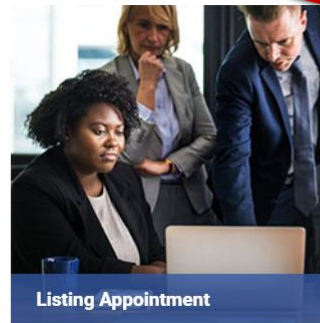
Farming, Self Promotion, & Mailings



Favorites



Infographics



Listing Appointment



Negotiating Offers



New Agent

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10 Home Improvement Ideas for PowerPoints

Favorited ★



8 Reasons to Hire an Agent

Favorite ☆



Committed to Children Infographic (PowerPoint)

Favorite ☆



10 Reasons to Sell Before the Year End New (PowerPoint)

Favorite ☆

TOTAL NUMBER OF HOMES	200	200	200
ESTIMATED MAILING COST PER YEAR	\$ 1,000.00	\$ 2,000.00	\$ 3,000.00
ADDITIONAL MARKETING EXPENSE			
AVERAGE SALES PRICE	\$ 210,000.00	\$ 180,000.00	\$ 110,000.00
AVERAGE COMMISSION PER SALE (percentage of your average commission %)	\$ 4,200.00	\$ 3,600.00	\$ 1,210.00
TOTAL HOMES SOLD IN 1 YEAR PER YEAR	20	19	18
BUYER'S MARK (gross of homes sold & net of cost) divided by total homes in 1 year (3.14159)	0.13	0.12	0.06
NET GROSS PROFIT (total homes sold & net of average commission 3.14159)	\$ 170,000.00	\$ 144,000.00	\$ 108,000.00
ASSUMING YOU GET 50% OF THE LISTING	\$ 85,000.00	\$ 72,000.00	\$ 54,000.00
ROI	14.00%	12.00%	10.00%

Calculator- Farm Area Spreadsheet

Favorite ☆



10 Reasons to Sell Your House Before Year-End (PDF)

Favorited ★



Calculator- Farm Area Tutorial Video

Favorite ☆



8 Great Reasons to Hire An Agent (PowerPoint)

Favorite ☆



Children's Moving Book

Favorited ★



Cutting Commissions Graphic

Favorited ★



Dialogue - Door Knocking For Your Farm Neighborhood


Favorite ☆



Dialogue - Intro Call to Farm Neighborhood

Favorite ☆

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Search Classroom... 

MAKE A SUGGESTION




Buyers



Coaching Calls



CRM




Darryl's Top Picks



Directory



Facebook



Farming, Self Promotion, & Mailings



Favorites

SEARCH RESULTS FOR: FSBO



Selling Yourself? Be cautious of the people you let into your home. As a real estate specialist, I vet and pre-qualify everyone who comes through your door.

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – Stranger Danger



Selling Yourself? Beware of overpricing. It will cost you time, exposure and the sale.
#PricelRight #ICanHelp

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – Overpricing



If you want MORE MONEY for your home with LESS stress? I've got you covered.

#GetItSold

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – More for Your Home

Old FSBO for Telemarketer

Step 1. Identify
1) Hello, I am looking for _____

Step 2. Introduce
1) This is _____ and I am calling for _____ from POWER Realty, how are you today?

Step 3. Clarify
1) The reason why I am calling is because our records show that you tried selling your home _____ months ago. Is that correct?

Step 4. Find Out What They're Committed To
1) The reason why I asked is because _____ need a lot of home in your area around _____ that come here, and they have sold.
2) Where were you folks planning on moving to?
3) Why there?
4) _____

Power Agent Telemarketer Script for FSBOs

PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify
May I speak with _____?

Step 2 Introduce
Well, it's Darryl Davis from POWER Realty. How are you?

Step 3 Clarify
The reason why I am calling is our records show you tried selling your home _____ months ago. Is that correct?

Step 4 Build a Relationship
The reason why I asked is because my company listed a list of homes in your area around the same time when you were selling and those homes all sold.
- Can I ask you, were you folks thinking of selling again?
- Where were you thinking of moving to?
- Why there?
- How long have you been living in this house?

Step 5 Invite Action (Mix & Match)

Dialogue – Old FSBOs & Expireds



No FSBO Should Be a FSBO (Video)





Virtual Listing Presentation
For Homeowners (103
Slides)
\$497

1+ Hour Coaching Video, How
to Deliver a Listing
Conversation
\$297

3-Part Breakthrough
Business Plan
(43 Pages)

TOTAL VALUE
~~**\$1,896**~~

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for ONLY

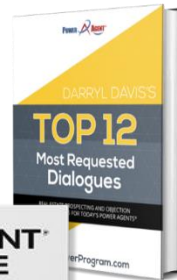
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30 days

**\$47/month after
(cancel anytime)**



New Agent S
Success Kit (29
\$127



Top 12 Most
d Dialogues
\$157



184 Ways An Agent
Earns Their Commission
\$47



Customizable Multiple
Offer eGuide For
Buyers or Sellers
\$97

2022 Real Estate
Predictions
\$97

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- 30 days of *Power Builder CRM* - \$49

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**Power Agent
Comments!**



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3-Part Breakthrough Business Plan (43 Pages)

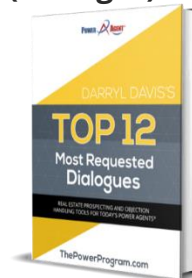
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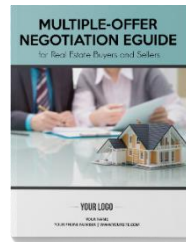
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Darryl's Top 12 Most Requested Dialogues
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Customizable Multiple Offer eGuide For Buyers or Sellers
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CREATING A REAL ESTATE
BREAKTHROUGH

— Planning
NOW Business
FUTURE BUSINESS
& Financial FREEDOM

By Darryl Davis

43

PAGES

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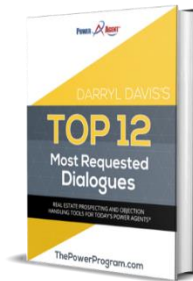
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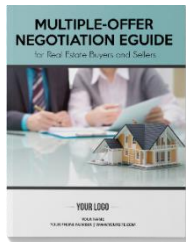
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