

DARRYL DAVIS



MOTIVATIONAL SPEAKER & REAL ESTATE COACH

DARRYL DAVIS
— SEMINARS —

www.DarrylSpeaks.com • (631) 929-5555 • Events@DarrylSpeaks.com

Darryl's mission is to help people design careers and lives worth smiling about.

What does that mean to Darryl? That he's committed to helping people have **more success** with **less stress**. He will do everything in his power to **help people grow** not just their bottom line, but also their **minds**. Darryl understands that with the right tools, training, skills, and mindset, people can learn to live from their commitment, to **serve** rather than sell, **coach** rather than close, and **lead happier, more fulfilled lives**.

Why Hire Darryl?

Darryl gets it and gets **you**. He knows that as real estate leaders, you've got a lot on your plate to create real value, drive increased attendance for your events, and communicate as effectively as possible with agents.

When you hire Darryl Davis and his team:

- You are bringing the only real estate speaker who is a Best-Selling Author with McGraw-Hill Publications
- Your agents will appreciate the listing and selling techniques they will walk away with
- Your audience will increase their production, therefore increasing agent retention
- We will help sell out the event using our time-tested marketing plan of emails, voicemails, social media, and SMS



*For additional information or to hire
Darryl for your next event, visit
www.DarrylSpeaks.com*



/DarrylSpeaks

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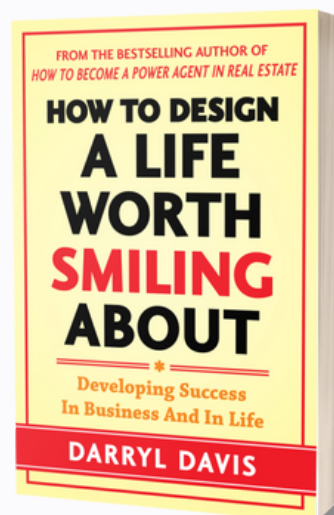
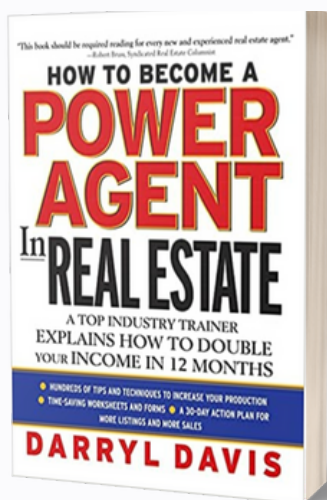
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Signature Topics

Darryl entertains and educates audiences all over the globe with humor, heart, and the kind of real-world, rock-solid skills agents need to thrive in today's market. Agents will learn how to build a strong inventory, develop their business like a business, negotiate like a pro, overcome objections, master handling FSBOs and Expireds, and so much more.



Signature Topics...

- How to Become a Power Agent® in Real Estate™
- How to Design a Career Worth Smiling About™
- How to Generate a SURGE of Listings from One Open House
- How to Create Buyer Loyalty and DOUBLE Your Income in the Next 90 Days
- How to Become a Listing Machine in the Next 90 Days
- The 7 Habits of Highly Effective REALTORS®
- How to Get an Offer Accepted in ANY Real Estate Market
- How to Keep Your Agents Focused and Productive in Today's Market™



How to Become a Power Agent® in Real Estate™

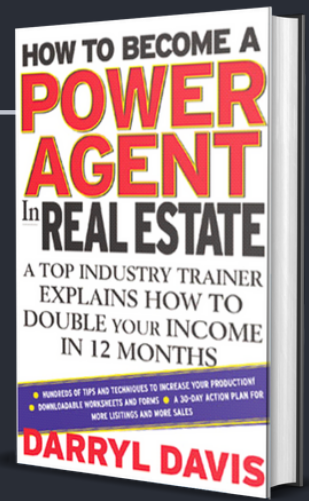
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Darryl is one of the most natural entertainers and educators I have the privilege of knowing. When he gets on the stage, he will grab you, and all you can do is hold on for the ride.

– Les Brown

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Based on the bestselling book of the same title, this fast-paced, high-energy keynote gives agents an overview of what is necessary to **increase their income with more ease** and faster results in today's market. It expertly combines motivational mindset strategies, time-tested how-to sales skills and techniques, and tremendous hands-on audience participation to energize an audience and compel them to take action in their lives and careers.

Darryl delivers the top six changes an agent needs to make to create breakthrough productivity and profitability results in just twelve months.

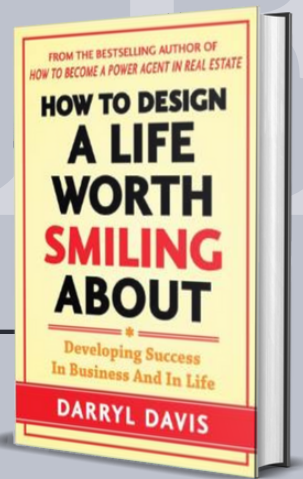
Here's what sales professionals will learn:

- The #1 secret to being in total control of every listing appointment. Agents need never be at a loss for words again.
- The **FOUR** steps to a successful listing appointment to earn the listing from three out of four appointments attended.
- How to show a buyer 5-7 houses and **write a contract the first time** an agent takes them out.
- **FIVE** business-changing techniques to get sellers to list their homes at the right price – the first time.
- The **secret to calling FSBOs and EXPIREDS** without fear.
- How to generate **ONE** listing appointment for every **THREE** calls (*and NOT sound like a pushy salesperson!*).
- The **FOUR** best techniques for getting listings sold **FAST**.
- How to create an **INCREDIBLE** customer service experience that helps to **generate referrals for life**.
- How agents can **DOUBLE THEIR INCOME** in 12 months or less.

Invite Darryl in today to share this powerful, results-skyrocketing message to your next audience.

SMILE

How to Design a Career Worth Smiling About™



“Darryl’s keynote shows you how to build warmth, credibility, and trust with people in your business and personal life.”

- Brian Tracy, Author, Ultimate Sales Success

In today’s world, life can get hectic. It’s important to know not only HOW to deal with stress, but how to move through it to the other side. Darryl delivers an entertaining, humor-filled message packed with solid techniques, strategies, and science-based solutions for audience members to have **more joy and less stress** in their lives – *AND produce at extraordinary levels.*

Based on his book, *How to Design a Life Worth Smiling About*, this fast-paced seminar is full of stories and inspiring messages to help give people hope and foster excitement for a life and career filled with **opportunities, successes, and memorable moments**. This keynote aims to leave audiences feeling more focused, motivated, and better prepared to take positive action in their lives.

Here’s what your audience will learn:

- The Power of Smiling: scientific studies proving how smiling changes attitudes and success rates
- How to **create clarity** about life’s most important components
- How to best deal with negative business and life influences
- How to **create and keep** valuable **focus**
- Top techniques for creating and keeping a positive attitude
- How to have a **breakthrough in communication** at home and at work
- How to live a life of purpose

There has never been a more important time for sales professionals to have the tools, resources, and strategies to manage stress. Invite Darryl in today to share this timely, and affirmation-fueled message.

How to Generate a SURGE of Listings from One Open House

Ever heard the phrase, “*For every action, there is an equal and opposite reaction*”? Not to get too knee-deep in science here, but Newton knew what he was talking about. If you want more reaction from your sphere and farm, **you’re going to have to take action!** Not just any action, though; let’s get strategic.

In this powerful, strategy-filled session, Darryl will share with your members how to turn an action – specifically, hosting Open Houses – into a **surge of new listings**, new clients, and the ability to take their businesses to the Next Level®.

Your audience will learn:

- How to host an open house *even if you have no listings*
- How to set your open house up for success **without spending a fortune**
- The must-have tools for setting your open house apart from the competition
- How and when to follow up with open house visitors
- How to create a powerful “*buzz*” among the neighbors
- How to **generate 10+ CMAs from one open house**
- How to separate lookers from buyers
- **What NOT to do during an open house** to avoid hurting your results

There’s never been a more important time to be proactive and thoughtful about every action agents take to grow their businesses. Invite Darryl to help your agents cultivate new clients, build listing inventory, and feel confident about where their next commissions are coming from!





How to Create Buyer Loyalty and DOUBLE Your Income in the Next 90 Days

There is no denying that the way business is conducted now is very different than in recent years, but one thing that hasn't changed? **Home buyers need real estate professionals to protect their interests**, often even more than they realize. That's where it's up to real estate professionals to present and communicate VALUE, so that buyers understand this too.

Ready to help your agents get more buyer leads, loyalty, signed agency agreements, and happy clients who can't wait to refer business? Then they won't want to miss a minute of this timely topic!

In this timely and important topic, your agents will learn:

- How to have buyers sign an agency agreement and appreciate it's value
- How to handle the initial phone inquiry about a property
- What tech tools to use for effective virtual conversations
- The **best buyer lead generation strategies** used by top producers
- How to handle objections like, "Should we wait until the market changes to buy?"
- The one simple strategy to **maintain a buyer-client relationship**, even when they see a property without you

Deliver the buyer loyalty solutions agents need today to feel more confident, deliver extraordinary service, and create customers for life!

How to Become a Listing Machine in the Next 90 Days

There's no time like the present to help your agents take their listing skills to the next level! Two of the best lead sources to target are the ones most agents are afraid of: **FSBOs and Expireds**. The good news is that these just happen to be Darryl's specialties, and these sellers need agents more than ever - especially For Sale By Owners.

What they *don't know* can cost them time, money, and stress. Learning **how to expertly communicate value** as a negotiator and marketer and how to help them yield more for their home, help keep their family safe, and protect their interests with savvy buyers should be a top priority for all agents.

As a real estate professional in today's market, one thing is certain: **skill level will determine income level**. Your member's ability to meet change with the right tools, training, and expertise will not only help them build listing inventory now, but will also serve them throughout their career.

In this powerful workshop, your agents will learn:

- Why FSBOs and Expireds are easier to work with than ever before
- How to explain the **Top 6 Reasons a FSBO should NEVER be a FSBO**
- How to show a homeowner why NOW is the time to sell
- The **proven voicemail dialogue** to get 50% of FSBOs to call back
- The 4 sections of a successful listing appointment
- How to **list 3 out of 5 appointments**

Invite your team to experience the inventory-building solutions they need to grow their business, bottom line, and cultivate clients that can't wait to refer them to their friends and family!

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It was invaluable to have the audience hear the strategies, common-sense methods, and important tips from a successful person with a passion for this industry – YOU!

- Elise Barry, Manhattan Association of REALTORS®



The 7 Habits of Highly Effective REALTORS®



In 1989, Stephen R. Covey first published one of the world's most read and respected books, *The 7 Habits of Highly Effective People*. In his book, Covey revealed step-by-step how to live with more **fairness, integrity, authenticity, and service**. Those principles transformed millions of lives to more easily adapt and leverage change in ways they never had before.

The ability to navigate and harness the opportunities that come with change has never been more important. If recent times have taught us anything, it is that **the need to be flexible and adaptable is crucial** - not only for a successful career but to lead a life worth smiling about.

In this insightful, eye-opening session, Darryl takes Covey's "Habits" for a spin – real estate style. Your agents will learn how to:

- Ditch "canned scripts" and speak from their hearts and not their heads to *create customers for life*
- Proactively focus on the high-priority activities that repeatedly lead to business breakthroughs (even when they don't want to)
- **Create a SURGE of listing appointments** – even in a tight market
- Get offers accepted in multiple-offer situations with more ease and less stress
- Adopt the one simple mindset shift to **turn prospecting from win/lose to win/win**
- Promote and brand themselves even when on a *limited budget*
- Have more balance, joy, and confidence every single day

Ready to help your agents take their life and business to the Next Level® and design a career that generates the kind of repeatable, sustainable income that makes them smile? Book Darryl for this powerful topic.

Darryl is a fun and engaging speaker who presents valuable information in such a way that is easy for attendees to understand and implement, bringing them the success they desire. That success isn't just limited to those who attend, but extends to Education Directors and meeting planners. He gives you what you need in providing the best for your members. Always timely, does his homework, and goes the extra mile. Working with Darryl is a breath of fresh air and he is your partner, not just a speaker you hired.

– Cindi Ferguson,
REALTORS® of
South Central Kansas



How to Get an Offer Accepted in ANY Real Estate Market

When was the last time your agents revved up their negotiation skills? Are they able to change their strategies and tactics to meet current market needs whatever those might be? When it comes to negotiating, **are they coming from a place of confidence or anxiety when it's all on the line?**

No matter how many stages and transitions happen in this industry throughout time, mastering the art of putting -and keeping - deals together is challenging for even the most experienced agents. Having expertise and confidence when handling objections and negotiating prices, terms, and offers is paramount.

In this confidence-boosting workshop, your agents will learn:

- The concept of writing a win-win offer
- How to assumptively start writing the purchase agreement
- The must-have terms to **get an offer accepted**
- How to present an offer in person even when no one else can
- The **8-Part Process of presenting an offer** to the seller
- How to get an offer presented and accepted in the first 24 hours

The time to build negotiation skills is now.
Your members won't want to miss a minute!



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*Darryl is high energy
and makes the room
come alive. He would
be a good addition to
any conference.*

– Kathryn Kuhl,
Wisconsin Association
of REALTORS®



Wisconsin
REALTORS®
Association

How to Keep Your Agents Focused and Productive in Today's Market™

There is nothing more frustrating for a broker or manager than to see an agent not seize all the opportunities that exist in this extraordinary industry. Our top priority and passion is to get agents **OUT of their own way and focus on high-priority activities, smart systems, and empowering mindsets** so that they can **increase their production**. *Why is that so hard?*

The simple answer is this: their **altitude is determined by their ATTITUDE**. How they feel about themselves and their skill level as an agent will dictate how hard they work. If an agent doesn't feel like pushing themselves, they won't. **If they believe they can knock it out of the park, they will!**

In this session, Darryl will share specific strategies, not just theories, on how to **motivate your agents to work harder, adopt empowering, results-producing techniques, and achieve their next level of success.**

Your audience will learn:

- The science behind creating an office worth smiling about and how this is an incredible recruiting tool
- One simple yet powerful strategy that will give your agents a **renewed enthusiasm for their business**
- How to help your agents design a vision that inspires them
- The one specific skill that can help an agent **double their production in 12 months**
- Several listing & selling strategies that will add thousands of dollars to your bottom-line

A leadership seminar that focuses on empowering agents
to dream big and reach their goals!

