

SPEAKER PACKET

4 Ring Neck Court • Wading River, NY 11792 • (800) 395-3905 • www.DarrylSpeaks.com

YOUR AUDIENCE WILL LAUGH, LISTEN AND LEARN!

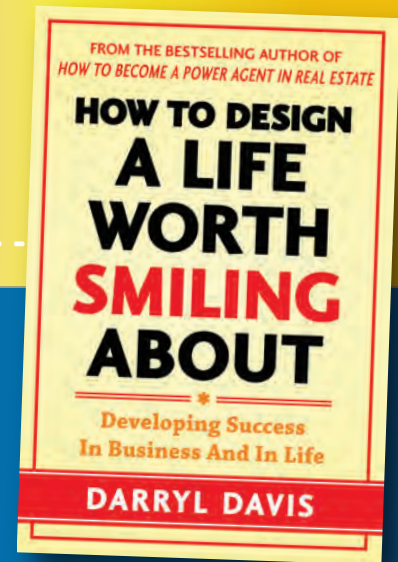


DARRYL DAVIS
Keep Smiling



“HOW TO DESIGN A LIFE WORTH SMILING ABOUT™”

(45-90 minutes)



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 a **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 still produce and extraordinary levels. Based on his book of the same title, this fast-paced seminar is full of stories and inspired messages to help give people hope and foster excitement for **a life and career filled with opportunities, successes, and memorable moments**. The goal for this keynote is to leave audiences feeling more **focused, motivated, and better prepared** to take positive action in their lives.

Here's what you'll 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
- How to **become passionate about life** again

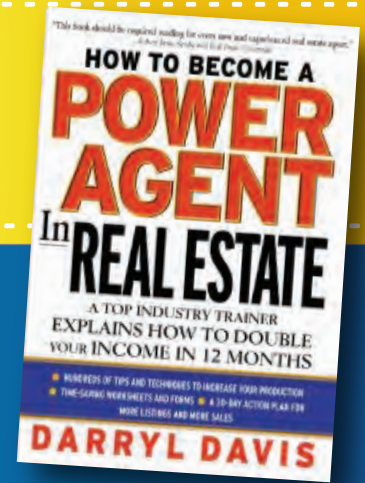
There has **never been a more important time** for sales professionals to have the **tools, resources, and strategies** to manage stress. Technology, business demands, media, customer needs, and communication are all bombarding sales professionals at what can feel like lightning-speed. This keynote is far more than a feel-good mindset session – it **delivers the science behind the smile that helps salespeople** of every experience level lead more exceptional lives, produce at record-levels, and infuse their sphere of influence with life-changing **renewed energy**.

Invite Darryl in today to share this timely, and affirmation-fueled message.

“HOW TO BECOME A POWER AGENT IN REAL ESTATE”

(2-3 hours CE available in some states)

“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



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. No memorized scripts necessary! Darryl delivers the one game-changing technique that can dramatically (and easily) increase production.
- The FOUR steps to a successful listing appointment which allow agents to expertly 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 agents will use over and over again 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.

With laugh-out-loud humor, and instant relatability – Darryl tackles one of the most challenging topics for agents today: **How to build inventory – CONSISTENTLY**. This high-intensity keynote helps agents get OFF the commission roller-coaster, create a more **sustainable, reliable stream of income**, and lead more fulfilling, less-stressful lives. Industry leaders, audience members, and valued clients tell us it's hands-down the training and tools needed to move careers to the Next Level®.

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



HOW TO BUILD AND MAINTAIN LISTING INVENTORY IN TODAY'S MARKET™

(2-3 hours)

The adage, “listings are the name of the game!” has been around since the beginning of our industry. What’s different today? Is that just “listings” are not enough. **It’s LISTING INVENTORY** that creates **solid incomes, repeatable, sustainable businesses, and career stability**. Because the hard fact is: no inventory – no business.

If you ask around, there are a lot of ways to drive listings – some that create chaos, confusion and a feeling of being overwhelmed. Then there are the straight-line approaches. The **strategic solutions**. The time-tested results producers. That’s what Darryl will share in this fast paced powerful and entertaining session. He will bypass the zig-zag, hit the highlight reel, and help agents **start taking listings SOONER** rather than LATER.

Here’s what agents will learn:

- The **best possible, no-cost source of listing leads**
- The number one secret to increasing close ratio on the listing appointment
- How to **get higher commissions** (at a steadier rate)
- How to overcome the fear of the phone and generate a massive number of listing appointments
- How to **show FSBOs they are leaving money on the table** by selling themselves
- The #1 technique for delivering a presentation without a memorized script
- The **4-step simple, but powerful, listing presentation**

With powerful analogies, storytelling, and hands-on real estate strategies and techniques, Darryl helps agents **shift mindsets, ditch limited thinking, adopt empowering sales skills, and renew their enthusiasm** and energy for this industry and their careers. Filled with “Ah-Ha” moments, relatable insights, and game-changing solutions, agents leave eager to **put their new skills to work immediately** to produce breakthrough results.

Invite Darryl in today to share this powerful, inventory-catapulting session with your next audience.

HOW TO KEEP YOUR AGENTS FOCUSED AND PRODUCTIVE IN TODAY'S MARKET™

(45-90 minutes)



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 to get **OUT of their own way** and focus on **high priority activities, smart systems, and empowering mindsets** so that they can bottom-line increase their production. Why is that so hard? The simple answer is their altitude is determined by their ATTITUDE. How they feel about themselves, their personal life, 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 theory, on how to motivate and empower your agents to work harder, adopt empowering, **results-producing techniques** and tools and achieve their next level of success.

Here's what you'll learn:

- The science behind **creating a career and life worth smiling about**
- 4 simple strategies that will give your agents a renewed enthusiasm for their business
- How **simple shifts can impact their happiness, work performance, and relationships** with others (both personally and professionally)
- 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**
- How you can create a collaborative, cooperative team that helps each other through the stresses – and fuels momentum for everyone to exceed their goals
- How to **get agents excited about their potential, possibilities**, and turning what they might have once thought pipe-dreams into real-world success stories

Brokers and leaders tell us that one of their number one struggles is to help agents adopt the necessary mindsets and tools to produce at a higher level, not only for the company – but for themselves. When agents are successfully, systematically, and consistently growing their businesses, they are happier, more loyal, and a better influence on their teammates. Darryl helps agents **take their business to next level results** as individuals – which, in turn, **strengthens your team as a whole**, captures **more market share**, and **catapults the momentum** for your entire organization.

Invite Darryl in today to share this empowering, results-producing session.

WHY HIRE DARRYL DAVIS?



TOP 10 REASONS TO HIRE DARRYL FOR YOUR NEXT EVENT

1. He has been speaking to audiences *all over the world* for the last 25 years and is one of the few real estate speakers to hold the CSP Designation (Certified Speaking Professional).
2. He is the Best-Selling Author of, *“How To Become A Power Agent In Real Estate,”* and *“How to Design a Life Worth Smiling About”* for McGraw-Hill Publishers.
3. **Featured Comedian at Caroline’s Comedy Club in New York City**, America’s premier comedy nightclub. The only real estate speaker to be given the opportunity to audition for the television series, *“Last Comic Standing.”*
4. Although Darryl is a professional entertainer, he was also a **Top Agent** on Long Island, New York for many years, averaging 6 transactions a month. This guarantees his seminar will not only be fun, but also *loaded with specific listing and selling techniques.*
5. His speaking fee is competitive for the **value** of his programs.
6. He will **customize his seminar** to your theme and organization.
7. His company will *take care of any or all of the logistics* you want to make it a smooth event for you.
8. Not only are his audio/video needs **basic** (no outrageous demands), but *he is easy to work with* - tell him what you need and he will deliver.
9. Darryl has an **impeccable reputation** when it comes to not "pushing" or doing a "hard sell" of his other learning systems.
10. He **guarantees to exceed your expectations** or he will reimburse your company his fee and all travel related expenses.

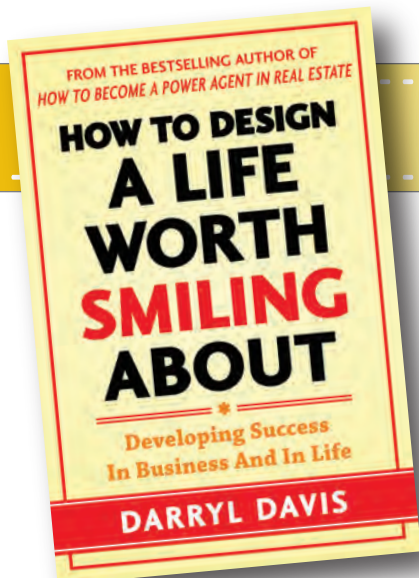
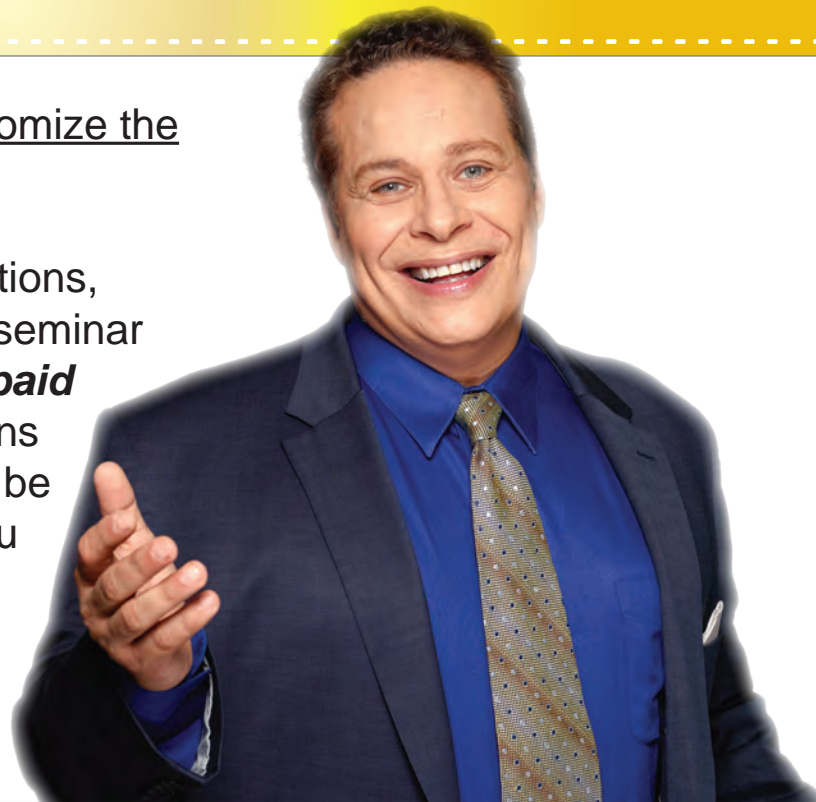
YOUR AUDIENCE WILL LAUGH, LISTEN AND LEARN!



THE DARRYL DAVIS GUARANTEE

When you hire Darryl Davis, we will customize the seminar for **you** and **your attendees**.

If you don't feel we exceed your expectations, simply tell us after Darryl completes the seminar and ***we will refund all the money you paid to have Darryl at your event.*** That means speaking fee and all travel expenses will be refunded to you, no questions asked. You now have nothing to lose... and so much to gain.



WHO IS DARRYL DAVIS?

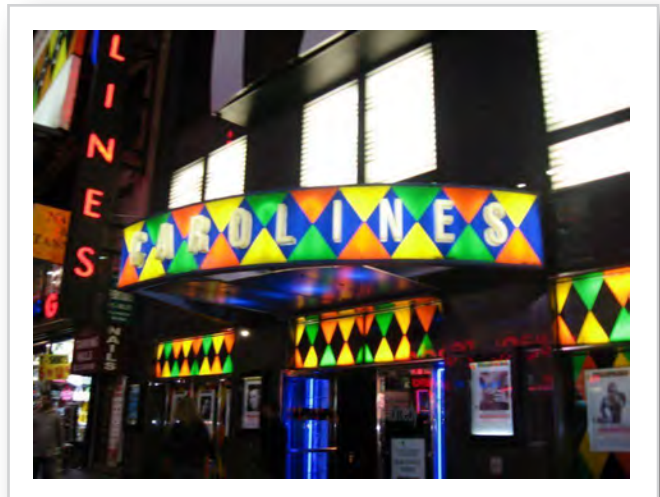
BESTSELLING AUTHOR, SPEAKER AND ENTERTAINER

Darryl Davis is **one of the most entertaining real estate speakers in the country**. Education Directors have found that *'the audience just loves him.'* Darryl's contagious enthusiasm, hilarious sense of humor, depth of expertise, flawless delivery and impeccable integrity are all jam-packed into a dynamic presentation of real world skills and techniques. As creator of the nationally recognized term "Next Level®," Darryl Davis strives to bring his attendees to their "Next Level®" of success by training them on how to have more fun and less stress in their business and personal lives.

Darryl Davis began as a professional actor appearing in movies and commercials (he has performed at *Caroline's Comedy Club* in New York City even auditioned for *Last Comic Standing*). To help support himself while he pursued his acting career, Darryl entered into real estate part-time at the age of 19. Eventually he became a Top Producing Salesperson averaging

6 transactions a month. Later, he became a licensed broker, and as a manager, Darryl opened a new office that became the #1 listing and selling office within its first 6 months of operation.

Darryl is proud to be the **only real estate speaker that is a bestselling author** with McGraw-Hill Publishers.



About Darryl Davis:

Sales is the ultimate people business. That's why Darryl Davis has traveled the globe helping leaders, sales professionals, association members, and corporate teams at conventions, conferences, corporate retreats, sales workshops and summits to learn the skills, mindsets, and strategies it takes to build powerful relationships and create customers for life.



Bestselling Author

How to Become a Power Agent in Real Estate with McGraw-Hill Publishers is the most purchased real estate book on Amazon. Why? Because it is the ultimate guide to listing and selling, lead generation, and how to double your income as an agent in just twelve months. How to Make \$100,000 Your First Year as a Real Estate Agent is Darryl's new agent guidebook for building a business the right way from the start, generating new business, realizing goals, and staying on track to meet those goals. How to Design a Life Worth Smiling About is Darryl's non-real estate book that walks readers through science-based strategies for living a more joyful, enriched life, building stronger relationships, and crafting a career that makes you want to hit the ground running every day!

Top-Rated Keynote Speaker

Darryl is invited back to industry and company events year after year because of his extraordinary ability to help people both laugh and learn. With tremendous humor and real-world, results-producing skills and strategies, audience members walk away from Darryl's keynotes, breakouts, and intense one-day workshops with powerful tools, techniques, and solutions for building their businesses, connecting with people on a higher level, and expediting their goals for Next Level® Success.

Business Leader and Industry Coach

Darryl is the founder of the year-long coaching process The POWER Program®, which has proven to double sales professional's incomes over their previous year. His live monthly coaching calls attract agents from across the globe for their interactive question and answer sessions, problem-solving, brainstorming, and skill-building elements.

AREAS OF EXPERTISE



LEADERSHIP



EMPLOYEES



SALES

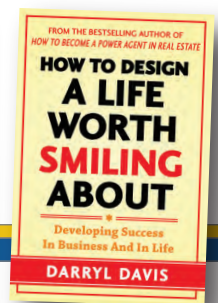
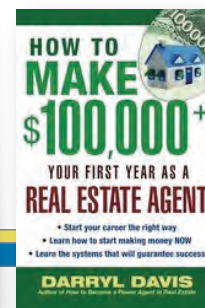
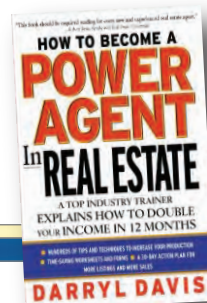


ENTREPRENEURS

Voice of Experience

Darryl entered the real estate sales industry at the early age of 19. With an eagerness to learn and a burning desire to pave a success path, he became a master student of sales which led him to become a top producing salesperson his first year in the business. Leveraging that success, he opened a sales office that became the number one selling office within six months. Since then, Darryl has taken his knowledge and skill base, and transformed them to develop some of the most powerful sales systems and training in the industry for hands-on success and sales skills. Because of that, Darryl is a highly sought-after speaker, trainer, and coach for all of the most recognizable brands and some of the most top-performing agents in the real estate industry.

Today, Darryl passionately delivers more than a hundred power-packed, humor-filled, inspired keynotes, workshops, and one-day intensive sales events every year globally. Audience members and clients share testimonials of life-changing impact, career-changing skill development, and laugh-out-loud experiences.





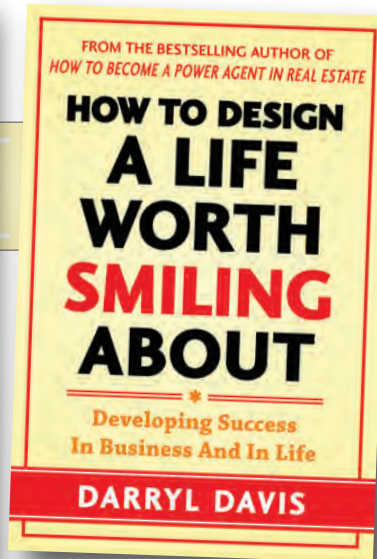
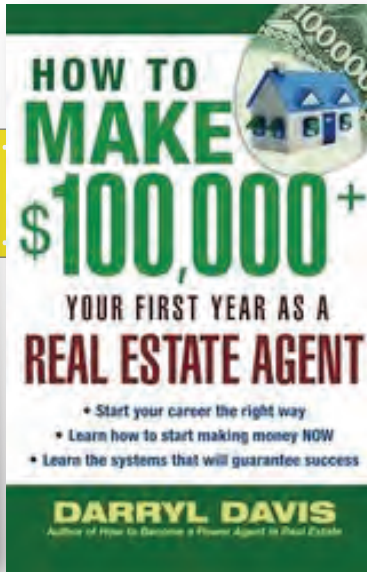
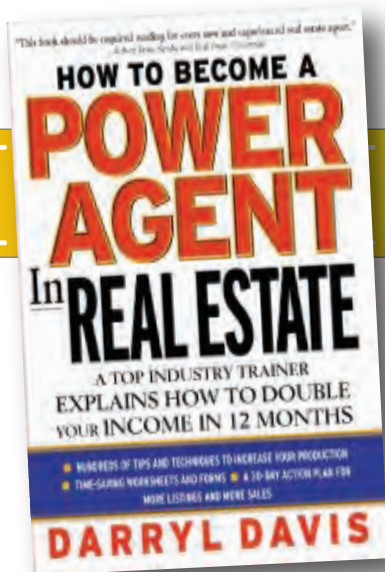
BESTSELLING AUTHOR

Darryl Davis's contagious enthusiasm, hilarious sense of humor, depth of expertise, flawless delivery, and impeccable integrity are all jam-packed into a dynamic presentation of real world skills and techniques.

He is a **bestselling author with McGraw-Hill Publishers** and a renowned speaker, traveling all over the world *helping people design a life worth smiling about.*



NATIONAL SPEAKERS ASSOCIATION



CERTIFIED SPEAKING PROFESSIONAL



The **Certified Speaking Professional (CSP)** designation, conferred by the *National Speakers Association* and the *International Federation for Professional Speakers*, is the speaking profession's international measure of professional platform skill. Only those speakers who meet strict qualifying criteria earn this designation. The letters CSP following a speaker's name identify that he or she has a proven track record, with over 250 speeches, **for understanding and delivering value** from the platform.

The CSP Designation is held by *less than 2% of speakers worldwide*.

