

DARRYL DAVIS



When your goal is to help
AGENTS thrive in
CHANGING
MARKETS

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HIRE DARRYL DAVIS, CSP



DARRYL DAVIS
— SEMINARS —

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About Darryl Davis, CSP

Darryl Davis, CSP, is one of the most sought-after speakers in the country. Education Directors and Meeting Planners 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 his career 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. He went on to become a Top Producing Salesperson averaging 6 transactions a month. Later, he became a licensed broker, and as a manager, Darryl had the #1 listing and selling office within its first six months of operation.

Darryl is a best-selling author of three books – *How to Become a Power Agent in Real Estate*, *How to Make \$100,000 Your First Year as a Real Estate Agent*, and *How to Design a Life Worth Smiling About™*, all published by McGraw-Hill Publications.

Darryl was awarded the National Speaker's Association CSP designation which is given to less than 2% of all speakers worldwide.

Whether from a stage, or Zooming into a virtual room, Darryl's extraordinary humor, relatability, and natural gift for teaching real-world, results-producing skills and mindsets ensures audiences will laugh, learn, and ultimately walk away better prepared for a changing world, with the tools, skills, and training they need to build their businesses with more ease and less stress, and to design lives and careers worth smiling about.

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

Most Requested Topics

- How to Become a Power Agent® in Real Estate
- How to Design a Career Worth Smiling About™
- How to Get Your Offer Accepted In Today's Crazy Real Estate Market
- How to Create Buyer Loyalty and DOUBLE Your Income
- How to Become a Listing Machine in 90 Days

Darryl will customize his message to best fit your company needs. Your audience will laugh, listen, learn, and thank *YOU* for bringing them the game-changing tools, training, and strategies they need to thrive not just in today's market – but ANY market.

Call Gale at (800)395-3905 Ext. 704 to invite Darryl to YOUR next event!



How to Become a Power Agent® in Real Estate

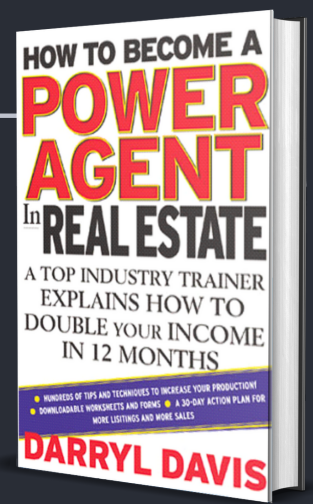
(90 Minute keynote. CE available in some states)

“

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

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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.

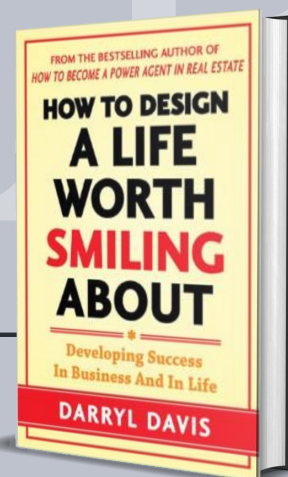
Here's what agents will learn:

- 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 are necessary! Darryl delivers the one game-changing technique that can dramatically (and easily) increase production.
- FOUR steps to a successful listing appointment that allows 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®.

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

SMILE



How to Design a Career Worth Smiling About™

(60-90 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

— ”

Much about today's new real estate reality – and our world – feels heavy and out of balance. That's left a lot of real estate professionals struggling to find the energy and focus they need to stay in business. We've got you covered. In this hope-fueled and humor-dotted session, one of the most compassionate and informed keynote speakers in our industry, Darryl Davis brings the mindset tools and stress-relieving strategies you need to feel more joy, energy, and the kind of resilience that will help you want to jump out of bed in the morning again and get to work servicing the people in your community and sphere.

Based on his book of the same title, this fast-paced virtual training is full of stories, inspired messages, important analogies, and the real-world how-to's that are helping some agents to have their best year ever – despite a pandemic! That's a lot to smile about!

Here's what sales professionals 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 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.

You won't believe what a difference 45 minutes can make in your life and career until you hear share How to Design a Career and Life Worth Smiling About.

Call Gale today to invite Darryl in to share this timely, and affirmation-fueled message.

How to Get an Offer Accepted in Today's Crazy Real Estate Market

(60-90 Minutes)

When was the last time your agents revved up their negotiation skills? Have they changed their strategies and tactics to meet the market needs that exist right now? When it comes to negotiating through those market needs, are they coming from a place of confidence or anxiety when it's all on the line?

In today's fast-paced real estate market filled with multiple offer scenarios, those skills look very different than they did a year ago – and certainly a lot different than those skills learned five years ago.

In this confidence-boosting workshop your agents will learn:

- The concepts to 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 to 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 agents won't want to miss a minute!

[CLICK HERE TO EMAIL GALE AND BRING THIS INCREDIBLE EXPERIENCE TO YOUR COMPANY!](#)



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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®

WRA

Wisconsin
REALTORS®
Association



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

There is no denying that the way business is being 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 your members as the agent 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 members will learn:

- How to have buyers sign an agency agreement and appreciate its 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 I wait 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

(60-90 Minutes)

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 these just happen to be Darryl's specialties, and they need agents more than ever.

Especially FSBOs. While they think a "seller's market" ensures them the best return on investment, 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.

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 it 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 before the market shifts
- 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 4 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®

MANAR
Manhattan Association of REALTORS®



The 7 Habits of Highly Effective REALTORS®

In 1989, Stephen R. Covey first published one of the most read and respected books in the world, *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 life and business to your NextLevel® and a career that generates the kind of repeatable, sustainable income that makes them smile? Book Darryl for this powerful topic.

[CLICK HERE TO EMAIL GALE AND BRING THIS INVALUABLE EXPERIENCE TO YOUR AGENTS!](#)

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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

RSCK

REALTORS®
OF SOUTH CENTRAL KANSAS