

MOTIVATIONAL SPEAKER AND
REAL ESTATE COACH

DARRYL DAVIS

2026-2027

SPEAKER PACKET



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 Davis, CSP?

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:

- Your agents will increase their production and profitability (regardless of time in the business)
- Your agents can immediately implement the listing and selling techniques they'll walk away with
- You are bringing the only real estate speaker who is a Best-Selling Author with McGraw-Hill Publications



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



/DarrylSpeaks

(631) 929-5555 Option 2 Events@DarrylSpeaks.com



(CE available in some states)

HOW TO BECOME A POWER AGENT® IN REAL ESTATE™

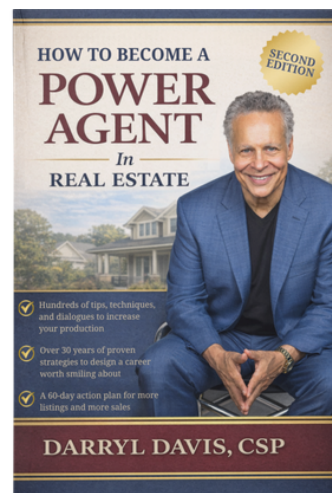
Based on the bestselling book of the same title, this fast-paced, high-energy keynote gives agents an overview of what is necessary to **increase their income with more ease** and faster results in today's market. It expertly combines motivational mindset strategies, time-tested how-to sales skills and 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:

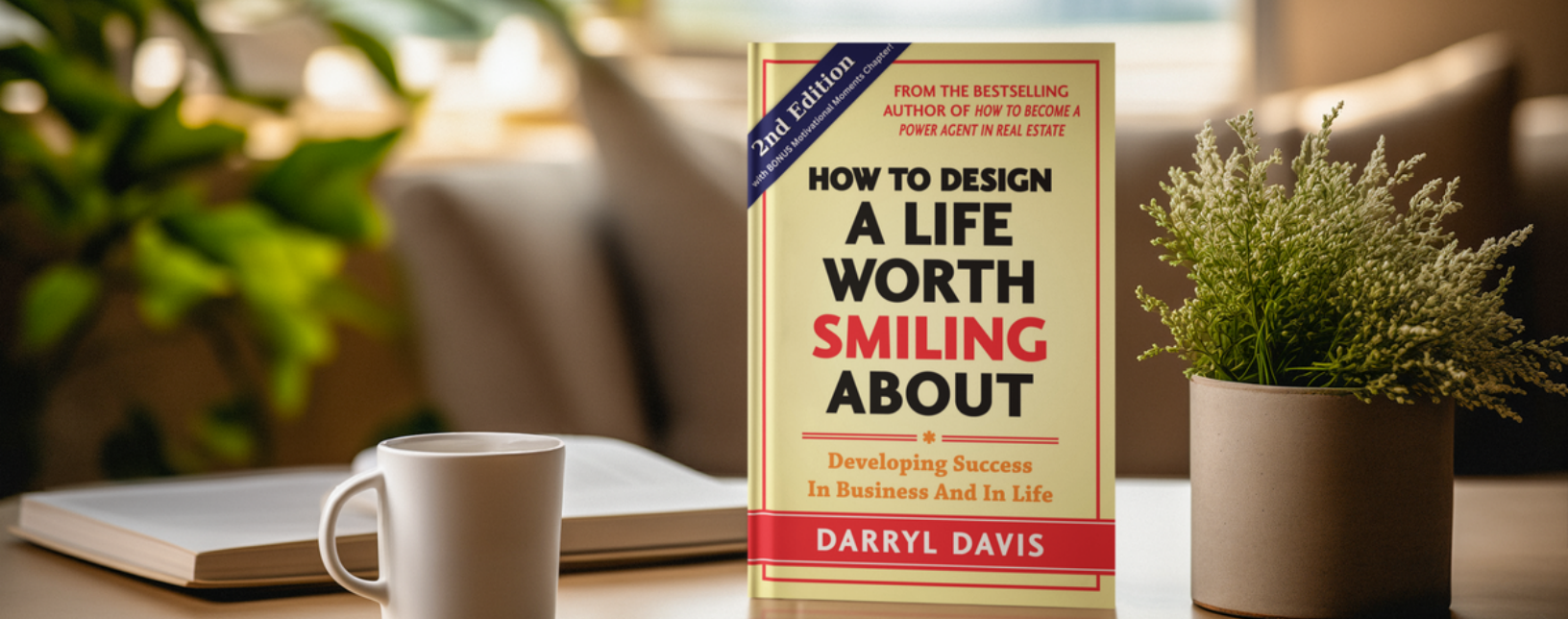
- The #1 secret to being in total control of every listing appointment. Agents need never be at a loss for words again.
- The FOUR steps to a successful listing appointment to earn the listing from three out of four appointments attended.
- How to show a buyer 5-7 houses and **write a contract the first 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.



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



HOW TO DESIGN A CAREER WORTH SMILING ABOUT™

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 still produce on extraordinary levels.

Based on his book of the same title, the goal for this keynote is to leave audiences feeling more focused, motivated, and better prepared to take positive action in their lives.

They'll learn how to:

- **Use the Power of Smiling:** scientific studies proving how smiling changes attitudes and success rates
- *Create clarity* about life's **most important** components
- Best *deal* with negative business and life influences
- **Create and keep valuable focus**
- Implement top techniques for a *positive attitude*
- Have a **breakthrough** in communication at home and at work
- **Live a life of purpose**
- Become *passionate about life* again

There has never been a more important time 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 today to share this timely and affirmation-fueled message.



THE VALUE OF A REALTOR®: WHY BUYERS AND SELLERS NEED YOU NOW MORE THAN EVER

For far too long, real estate agents have been **undervalued** in our markets. Often, they are lumped into a “*salesperson*” persona in consumer’s minds, and not of the good variety. The kind that conjures up terms such as “pushy” or “salesy” to some buyers and sellers, and that **has to stop**. The way to do that is to train agents to specifically master the communication and people skills, tools, and insights that help change our perception in the marketplace and turn wary consumers into *clients for life*.

In one powerful session, your agents will walk away with **everything they need to feel more confident, bold, and ready to take on not only today’s market but ANY market**. We promise to deliver the right tools, strategies, and mindsets needed to wear the badge of REALTOR® with more *honor, integrity, and results*. You won’t want your agents to miss a minute.

In this empowering and impactful session, real estate expert Darryl Davis teaches you to discover:

- The absolute **value an agent brings** to the real estate equation
- The stats, figures, and facts that unequivocally **prove** why consumers should always use a professional REALTOR®
- The core meaning of *fiduciary responsibility* and why that separates real estate professionals from “salespeople”
- How **serving versus selling** sets agents apart from other salespeople and competitors
- The must-make changes agents need to make to their listing and buyer conversations that will flip the script and help them get more signatures



Give your agents the confidence, credibility, and language to prove their value in any market – and to any client!



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!



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!**



HOW TO RECRUIT AND RETAIN YOUR MEMBERS: AN URGENT CALL TO ACTION FOR STATE AND LOCAL ASSOCIATIONS

THE QUESTION AGENTS ARE ASKING: *"Why am I still paying dues?"*

Being a REALTOR® comes with a long list of benefits. Advocacy, education, professional standards, the Code of Ethics, and networking. For most agents, access to the MLS sat at the top of that list. Today, that piece of the value stack is shrinking. Private listings, Coming Soon portals, and Compass's open push for a national MLS are chipping away at it. By our estimate, dues-paying membership at the state and local level could drop 20 to 30 percent in the next 24 months if the value proposition does not change.

A clear-eyed look at the threats facing your association, and a practical plan to turn the ship around. Darryl gives executives the language, the data, and the 90-day action steps to defend the dues base and rebuild the case for being a REALTOR®.

What your leadership team will walk away with:

- **The threat landscape decoded.** Private listings, Coming Soon portals, the Compass national MLS push, and what each one really means for your dues base.
- **Why MLS access no longer wins the argument.** The retention pitch that worked for 30 years has a hole in it, and members can feel it.
- **The new REALTOR® value stack.** Seven benefits beyond the MLS that members will actually pay for, and how to communicate each one effectively and with ease.
- **Recruiting talking points for 2026 and beyond.** What to say when a new licensee asks why they should join. A script that holds up under pressure.
- **Retention strategies that move the needle.** Engagement, education, advocacy, and community as the real moat going forward.
- **Positioning your association as indispensable.** How to lead these conversations in your market while the national debate plays out.
- **A 90-day action plan.** Specific deliverables, owners, and milestones your team can implement the week after the seminar.

Deliver the retention and recruiting strategies your organization needs now to protect membership, prove your value, and secure your future!

ADDITIONAL HOT TOPIC TITLES:

- How to **Generate a Surge of Listings** from One Open House
- How to **Get an Offer Accepted** in Any Real Estate Market
- Emotions in Real Estate: **Navigating the Human Side**
- Buyer's Agent Beware: **How to Get Paid While Being Compliant**
- How to **Present Price and Commission** to the Seller
- The **7 Habits of Highly Effective Realtors**



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