



SPEAKER Media Kit

tomferry.com

Bio

TOM FERRY

Tom Ferry is the CEO of Tom Ferry International, a Real Estate Coaching and Training Company.

Tom is named the #1 Real Estate Educator by Swanepoel Power 200 and is the best-selling Author of Life! By Design.

In his nearly 30 years of service to the industry, Tom has influenced well over half a million real estate professionals to increase their inner and outer wealth.

With nearly 30,000 hours of personal coaching experience, Tom works daily to help agents and brokers grow a prosperous business while simultaneously balancing and loving their personal lives too.

Tom is a highly sought after and renowned speaker whose charisma and personality have captivated audiences around the world. Tom's love and passion for life is fueled by a commitment to discipline and helping professionals strive and achieve the success they deserve in life and business.

Tom has been featured in The New York Times, Wall Street Journal, USA Today, The Huffington Post, Mashable.com, Inman News, Agent Genius, Inc., Entrepreneur Magazine, Realtor Magazine, and many other leading publications.



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Tom's Speech Topics

FOR AGENTS

- The 6 Drivers of Growth – Creating Your Best Year Ever
- The Rich and the Rest: Distinctions of the Top 5%
- Custom title based on your objectives

FOR LEADERS

- Creating a High Performance Sales Culture
- The Art and Science of Coaching
- Custom title based on your objectives

PAST KEYNOTES

- RE/MAX R4 Convention and Broker Owner Conference
- Berkshire Hathaway HomeServices National Sales Convention
- Coldwell Banker's National Generation Blue (Gen Blue) Convention
- Century 21 Canada National Convention
- 20+ Large Regional events per year

Testimonials

"An amazing presentation! Tom's passion and content were a huge hit with our attendees! If you are looking for a speaker for your next event, Tom is the right choice!"

- **Michael Fischer | COO Coldwell Banker Real Estate LLC.**

"Tom motivated us and made us laugh! We walked away with action steps that were proven and easy to implement. Tom's Enthusiasm and message were refreshing and entertaining"

- **Leslie Appleton Young | VP & Chief Economist of CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.)**

Social Stats



@TomFerry



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@TomFerry



@RealEstateTrainingTF

● Over
5M Views

Over
135K Likes

Over
40K Followers

Over
25K Followers



#TomFerry



Tom Ferry's Master Trainers

tomferry.com

Bio

BILL PIPES

Bill Pipes is a highly successful business coach and consultant to top producing real estate agents across North America. Bill assists in the restructuring and improvement of business models as well as teaching agents how to convert and increase lead generation.

Bill will help your team master the language of influence, improve their presentation skills, refine their closing strategies, and better their persuasion techniques.

Talk Topics:

- What You Say Matters: The Language of Influence
- Your Unstoppable Personal Sales Psychology
- 6 Techniques for Effective Communication
- Team Growth - Why Transferring Skills is Critical to Success
- Reaching Your Summit
- Customized talks based on your objectives



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Bio

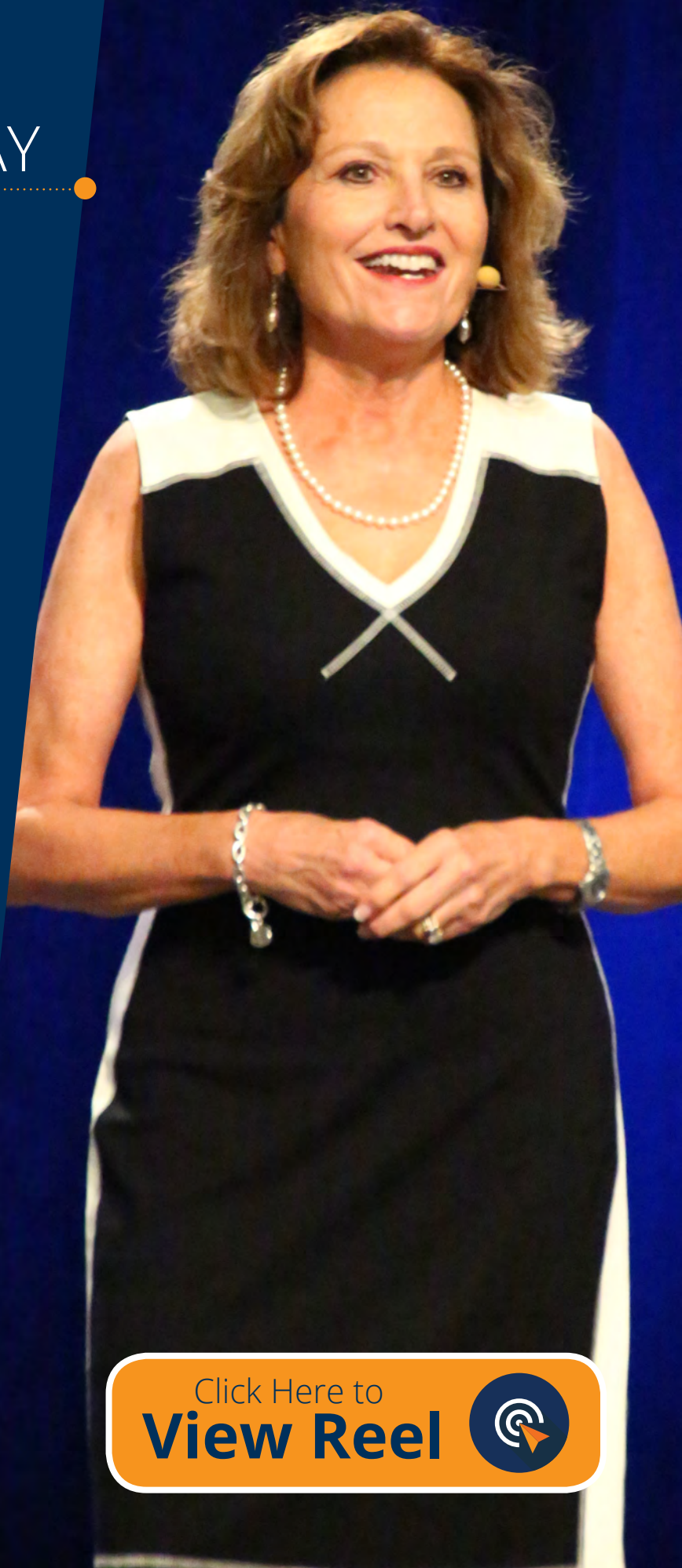
DEBBIE HOLLOWAY

Debbie Holloway spent 30 years selling real estate in Louisville, KY. She averaged 150 sales a year while running 3 companies. Debbie has since sold her business to focus on working with Tom Ferry and is the director of Team+ Coaching.

Debbie will inspire your team and help them reach the next level in life and in business.

Talk Topics:

- The Power of Charm
- Business Planning Workshop
- Style Awareness for Sales Professionals
- Getting a "Yes" Through Understanding Personality Types
- The Price of Admission
- Growing and Managing Your Team
- Women Influencing Real Estate
- Customized talks based on your objectives



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Bio

JASON PANTANA

Jason has built his reputation by guiding real estate professionals through emerging trends in consumer behavior, sales, online marketing, and entrepreneurship.

Jason has worked with the National Association of REALTORS® as a speaker and facilitator for events and served as the Director of Learning Engagement with a leading national real estate brand.

Jason's energetic style of delivery and perceptive outlook will inspire your team to reach their highest and best potential.

Talk Topics:

- Marketing Edge
- 10X Your Business
- Listing Domination
- Current Trends
- Customized talk based on your objectives



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Bio

JEFF MAYS

Jeff is a speaker and broker owner of a successful Virginia based firm.

With 27 years of experience, he has coached, trained & recruited some of the industry's high producing agents. He's been consistently recognized as leading one of the highest per person production offices in the country.

He's taught hundreds of high energy sales meetings, earned many awards as a top producer and been featured on HGTV's Bang for Your Buck.

Audiences enjoy his down to earth, real world advice. He can share his insight & expertise in new home sales, building high volume teams, creating efficiency, delegation, scheduling plus motivating agents to be their very best.

Jeff will teach your team the proven methods and strategies for increased sales & listings as well as how to dominate in their markets.

Talk Topics:

- 10X Your Business
- Listing Domination
- Current Trends
- Customized talk based on your objectives



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WOMEN IN REAL ESTATE

WIRE is a highly sought after real estate training specifically created BY women FOR women. In this groundbreaking 2-day event, women are able to share their stories while learning how to overcome barriers to their success and achieving balance in their lives.

The focus of WIRE is to teach women how to become the CEO of their own business and succeed in a fast paced, technology driven, real estate market.

Women who attend WIRE walk away feeling empowered to succeed, armed with a clear goal strategy and equipped with the tools to make their business more efficient.

Like all events by Tom or his master trainers, attendees leave energized with the confidence to lead and succeed in their business.

Coach/Speaker: Debbie Holloway

Agenda

Day 1

- Breakthrough Begins with Breakdown
- Panel of Agents
- Cocktail Party & Networking

Day 2

- Morning Yoga
- Organizing Your Life
- Learning to Say No
- Becoming the CEO of Your Business
- Financial Independence
- Panel of Local Agents



SALES EDGE

Book 3 New Listings Appointments in 1 Week

When agents attend the two or three-day Sales Edge bootcamp, Master Trainer Bill Pipes will equip them with the most effective tools and dialogues to book new appointments today!

Utilizing targeted techniques for persuasion, objection handling and lead conversion, attendees book, on average, 3 new appointments while in training with some booking as many as 20!

Walk away with the script, the presentation and the confidence to drive new sales today!

Coach/Speaker: Bill Pipes

Agenda

Day 1

- Gaining Your Edge
- Generating Repeat & Referral Business
- Persuasive Language Patterns
- Online Lead Conversion
- Mastering Expireds
- The Listing Presentation

Day 2

- Door Knocking Your Farm
- Rapport Building Techniques
- Mega Open Houses
- Buyer Consultations
- For Sale by Owner (FSBO)
- 6 Phases of Mastery




Speaker Booking Fees


TOM FERRY

	3 Hour Max.	\$35,000	250	Also requires executive travel/accommodations + up to 2 traveling associations travel/accommodations
	Full Day Buyout	\$50,000	250	Also requires executive travel/accommodations + up to 2 traveling associations travel/accommodations
	3 Hour Max International	\$75,000	250	Also requires executive travel/accommodations + up to 2 traveling associations travel/accommodations
	Webinar (1 Hour Max)	\$5,000	-	No travel. Includes 30 minute prep call for content planning
	Exclusive/Private Targeted #TFshow	TBD	-	Contact us for further details

BILL PIPES

		Rack Rate	Audience Min.	Additional Information
	3 Hour Max.	\$16,000	100	Also requires business travel/accommodation
	Full Day Buyout	\$20,000	100	Also requires business travel/accommodation
	2 Day Private Sales Edge	\$30,000	250	Also requires business travel/accommodation + up to 1 traveling associate travel/accommodation
	3 Hour Max. International	\$45,000	250	Also requires business travel/accommodation + up to 1 traveling associate travel/accommodation
	Webinar (1 Hour Max)	\$3,500	-	No travel. Includes 30 minute prep call for content planning

DEBBIE HOLLOWAY

	3 Hour Max.	\$12,000	100	Also requires travel/accommodation
	Full Day Buyout	\$18,000	100	Also requires travel/accommodation
	2 Day Private WIRE Event	\$28,000	250	Also requires travel/accommodation + up to 1 traveling associate travel / accommodation
	Webinar (1 Hour Max)	\$2,500	-	No travel. Includes 30 minute prep call for content planning

JASON PANTANA

	3 Hour Max.	\$9,000	100	Also requires travel/accommodation
	2 Day Private Marketing Edge	\$20,000	150	Also requires travel/accommodation + up to 1 traveling associate travel / accommodation

JEFF MAYS

	3 Hour Max.	\$9,000	100	Also requires travel/accommodation
	2 Day Private Sales Edge	\$20,000	250	Also requires travel/accommodation + up to 1 traveling associate travel / accommodation

Speaker Reels:

Tom Ferry
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Bill Pipes
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Debbie Holloway
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Jason Pantana
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Jeff Mays
Click Here

Additional Items to Consider

- We do not book our speaking times during a meal time and always end on a break. The audience can engage with speaker at this time.
- If required or appropriate, our appearance fees would include booth space and all required components (i.e., projector, mic, etc.) at no additional cost.
- There are a number of sponsors (Zillow, BombBomb, Boomtown and GeoFarm) that may be willing to help offset the investment. We can connect you should you desire!

We will conduct a pre event conference call with your team and our speaker to discuss all conference objectives and initiatives. Our speakers can weave in and support your local goals!

CONTACT US TODAY!

If you have a specific topic that fits your individual needs and desired outcomes we are happy to discuss. Content can be tailored to your next event:

Town Hall - Annual Conference - Seminar

Click the button below:

Find Out More!

