

ENDORSEMENTS for

The Art of Influence: How to Achieve Superior Sales, and Negotiation Skills

Tailored for real estate professionals

Long over due in our industry.

Susan Kappel - Kappel & Kappel

This was the missing link in my business. This information will help me turn leads into clients.

Lori (Vanderlin) Zaw-Minway – Coldwell Banker Crossroads

Really an eye opener 5 minutes into the presentation.

Rafael Garcia - Coldwell Banker Castro Valley

Clear, concise and to the point. Goes right to the problem and provides solutions.

Cheron Zamlich – Coldwell Banker

Just wanted you to know, not many speakers ignite my interest or influence me as you have! Your speaking, ideas and knowledge have impressed me greatly!

Jeannette Biggs – Coldwell Banker

Enjoyed your presentation, it refreshed many of the steps I tend to overlook after being in the business for awhile. Thank you again.

Ineke Douwes - Prudential California Realty

It was time well spent. Debra's ideas are well researched and could be used by everyone.

Ronna Devinenti – Alhouse –King Realty

Very strong tool for the business I am in.

Bernard Ramirez - Roman Realtors

Debra's program brings out everyone's unlimited potential.

John Dorilag – Families at Home

Debra is delightful – full of high energy and a message with a punch! Highly motivating!

Dee Eslami – Coldwell Banker

In a nutshell, you get the concepts that matter.

Daksha Patel – Coldwell Banker

Debra's program is perfect for Real Estate agents. People are our business.

Kelli Cleveland – Prudential California Realty

Phenomenal, entertaining, useful.
Kathy Wautlet – Keller Williams Realty

Common sense methods that will produce uncommon results.
Cynthia Allison – PMI Mortgage Insurance

I am getting referrals from more people because I am asking the "why," questions with more focus. I learned this skill from your exercise mixed with my training. I was able to get two more referrals the same week. I am getting more people calling me asking to talk about business. I am also recruiting more people because of your exercise.
Charlton Curry - Coldwell Banker

Really makes you look at yourself and ask important questions about your life's path.
Jason Cole – American Home Shield

Debra has great ideas and techniques that will help anyone who sell things.
Richard Kalish – Help-U-Sell Affordable Properties

Enlightening, informative and entertaining.
Bill Powers – Coldwell Banker

It is a fundamental skill of our industry to learn to communicate successfully. It clued me into my area of weakness and how to improve.
Emily Smith – Century 21

Fantastic speaker.
Angie Bravo - Re/max Eastbay Group

Dynamic, energetic, fun as well as informative.
“TK” Frank Amdur - ADT Alarms

Refreshing and insightful
John Gonsalves - Prudential

Thanks for the seminar yesterday. I've got the target up on my bulletin board so it stays "front of mind!" Thanks again.
Jim Rodgers - Compass Mortgage Group

Great fun while learning.
Liz Lucero - RE/MAX Eastbay Group

Outstanding examples of human behavior
Jay Cohn - Kappel & Kappel

Debra was great. She was enthusiastic and engaging in her presentation. She used examples that involved all three types of learning communications.

Lori Collins - Real Estate Center

She is as visual as the program. Inspiring!

Leila Jimenez - Solid Homes Realty

The program was engaging because it involved audience participation.

Bill Greene - Kappel & Kappel

Very enjoyable and enlightening. Refreshing of previously learned skills.

Phyllis Ballew - Prudential

Debra is knowledgeable, personable, and a wonderful speaker. The day flew right by.

Ross Swalve – Capitol Realty

Engaging topics delivered with style.

JoEllen Smith – Bailey Property

In today's world it's important to be influential in order to be successful in life.

Nil Erdal – Coldwell Banker

Debra's program is an eye opening - Visuals are far more important than I realized.

James Jacobson - Century 21 – Distinctive properties

I enjoyed your "Art of Influence" seminar. You provided valuable information with a charming yet polished professional manor that made it easy to assimilate and fun to be a part of. Three hours passed so quickly. I was ready for more!!

Kevin Perkins - KC Enterprises

I left the seminar felling very uplifted and motivated. I can't wait to use these new techniques.

Rita Franco – Prudential Realty

Although it was hard to find time in my busy schedule, it was well worth it.

Sonia Shafazand – Intero

Very lively and chocked full of useful information.

Ludigo Crone – Frank Howard Allen

Debra is a great communicator. Her passion, experience and influence can be felt in every sentence.

Rod Harris – Fremont Bank

The Art of Influence seminar pulled fragmented behaviors together in a clear and compelling way.

Linda Wilson - Century 21 ALL PRO

She was fantastic. Fun person to listen to. I didn't even notice how I got older in 3 hours.

Jamshid Mirbaha - World Financial Group

It was a refreshing, entertaining experience with lots of great ideas. She is a wonderful speaker.

Flor Roman - Roman Realtors

I intend to reinforce the 13 ways people say yes so that it is second nature to me.

James McGrath - Evergreen

A very vibrant and dynamic speaker.

Cathy Holden - First Team R.E.

Handshakes and language style can make or break our business.

V.L. Vaughan - Sherman Smith & Assoc.

Great content. Even better presentation.

Norm Rockmall - Orange County Real Estate Forum

I learned many of the things I forgot.

Allan Robertson - Tarbell Realtors

Makes you think about what we treat too carelessly in our daily business. Be the professional. Set a standard and listen.

Jim Carlson - Clarion Mortgage Capital

Debra is a wonderful speaker. I was able to take her insights and apply to my life scenarios even as she was speaking. I look forward to listening to her tapes.

Barbara Erbes - Coldwell Banker

Reinforced many ideas and action plans I have known about and inspired me to act!

Russell Brown – Unique Home and Land

Debra is positive, knowledgeable, experienced and motivated speaker. I truly believe she can influence people's acts.

Jin Chen – Referral Realty

Well done, energetic and informative.

John Bowen – INTERO

How better to work with people than to understand who they are.

Chris Mazzucco - North America Title

Dynamic presentation.

Vicky Chan – Prudential California Realty

By mastering the ability to influence others, you master your life. Debra's way of speaking makes you feel as if you have known her already.

T. J. Montanez – Century 21 – M&M Associates

Presented with bold assurance – good eye contact, gestures, voice quality and content.

John Weisenburger – Intero Real Estate

Very enthusiastic – Easy to listen to.

Kathy Brown – WAMU

Debra was really open and likeable and could relate to me what I needed.

Sue Bose – Referral Realty

Thank you for taking the time to speak with us today. I have learned a lot and am looking forward to using my new skills.

Betty Chen – Referral Realty

Good presentation, clear, broad appeal and good insights. Thanks!

Jeanne Pearson – Catalyst Funding

Debra's energy and enthusiasm want you to learn more about the "Art of Influence."

Christine Lavazza – Financial Title Co.

Wow. It was great. Upbeat and very informative.

Linda Walling – Nationwide Compliance Service

This opened my eyes to how much influence your appearance has and in what way.

Jeff Simpson – Coldwell Banker

Made me think seriously about how I am being seen by others.

Bill Killian – PMZ Real Estate

Very lively with lots of good information.

Grace Whitehurst – Prudential California

I'm anxious to apply these rules to every facet of my life. What an eye opener! Thank you!

Ellen Peterson – Old Republic Home Protection

Great speaker. Keeps the groups attention by making the program interesting.

Mike Maulen – Century 21- Yeomans Realty

This program helps me to understand how to read people better so that I can establish better rapport.

Julie Nunes – Prudential California Realty

It is amazing what you do without knowing you are doing it. Now that I know, I can choose only those that will make a positive impact on my future.

Natasha Skillsky – ERA Executive

Powerful ideas anyone can use. Delightful.

Christine Fligstein – Montclair Better Homes

Excellent source for learning to communicate.

Helena Jones – Olympic Funding

This is the information I've been looking for, to increase my powers of observation.

Janet Flint – Prudential

Thanks for imparting your passion into my life.

Stacey Brackens – REMAX in Motion

Debra helps us to awaken the "giant within" by creating the atmosphere to make better decisions.

Jo Preson – Intero Real Estate

She is as enthusiastic as she is influential.

Annamarie Alive – Omni Funding Services

Significant, easy to understand, very good.

Bill Baldasaro – Individual Investor

Debra systematically built her presentation to encompass and delineate the key points into a very complete and informative package.

Garrett Jones

The three fastest hours spent in a long time.

Joseph Skinkis – American Lending Corp.

Excellent, eye-opening aspects that I had previously ignored.

Alvin Bromm

Yes, I appreciated her thoroughness, program content and context. Very insightful and useful.

Yolanda Clark – Coldwell Banker

She is organized, positive, and gives important information.

E. Joyce Owens – 2000 Plus Choices

Informative, mind blowing information.

Gayle Threats – RE/MAX Accord

A dynamic speaker. She gave me information that will help me improve my communication skills and thus grow my business.

Joan Westfield – Realty World Neighbors

Just when I thought I heard it all... Debra is a must.

Ed Martini –

Debra gave a great presentation which was full of information, energy and could influence many lives.

Apen Ballesten – Century 21 All Professional

Very good; to the point; can use in all parts of life from personal to business.

Gary Andersen – Century 21 All Professional

You have the ability to influence others when you have influenced yourself.

Eric Syren – All About Homes

Debra's presentation was excellent. She opened up so many ideas that I had never thought about.

Jason Grams – RE/MAX Gold

Wow, what a great program. Debra is a Dynamo. This is stuff you can use right now to improve your life.

Tanya Manley – Keller Williams Realty

Debra definitely implements her thoughts into action – and that's what I think success is about!

Jennifer Cayetano – Century 21 All Professional

It's like the light goes on. She connects what we already know. We just don't use them.

Sherry Heath – Downey Savings & Loan

Energetic, insightful, realistic and completely entertaining presentation.

Marla Palazzo – Centex Homes Realty

Fantastic! She is an excellent speaker and provides simple ideas and strategies to better my life.

Amy Coleman – Keller Williams

It gave me good insight in ways to attract more clients and potentially be a better person.

Kambiz Purteymoor – Infiniti Mortgage Capital

Debra's program was very helpful in helping me figure out what I want out of life.

Denise Arriaga – Home Investment Realty & Mortgage.

The program was motivational...it made me think of things I needed to change within myself in order to become a success.

Colleen Pappas – Coldwell Banker

Her enthusiasm and likeability are infectious. You can't help but feel like she should be your close friend.

Victoria Hempel – Windermer

Debra inspired me to start taking action on the plan formulated long ago, which had been neglected.

Karen Bel – Home Life Village Realtors