



To Whom It May Concern,

In my 30-plus years in the title business, working both in operations and regional and national sales leadership, I have heard about, seen and even developed many sales and sales management programs. Without a doubt the programs and sales philosophies of Darry Turner are the most effective and most impactful I have used.

Darryl's methods are based on a deep understanding of the needs of real estate professionals, both Realtors and lenders. The amount of research, engagement and follow up he and his company have done over the years is unmatched. The sales tools and techniques he has developed are unique, and will help any sales representative or sales leader stand out in what is a very competitive industry.

Put more simply, Darryl's program just works. Make no mistake, the sales person must apply themselves and the techniques. When they do they will accelerate their sales attainment and quickly be viewed as a valuable partner to the real estate professionals they work with.

I personally use Darryl's techniques, and I have personally trained hundreds of sales people and escrow officers on his methods. When people use the program they get results, positive growth results that make a difference.

I highly recommend Darryl and his sales tools and techniques, as well as his sales management and operational management strategies. Use them diligently and your operation will grow.

Mick Goodenough

Vice President/Sales Manager

Chicago Title- Monterey County