



TOM FERRY'S

SPEAKER BUREAU

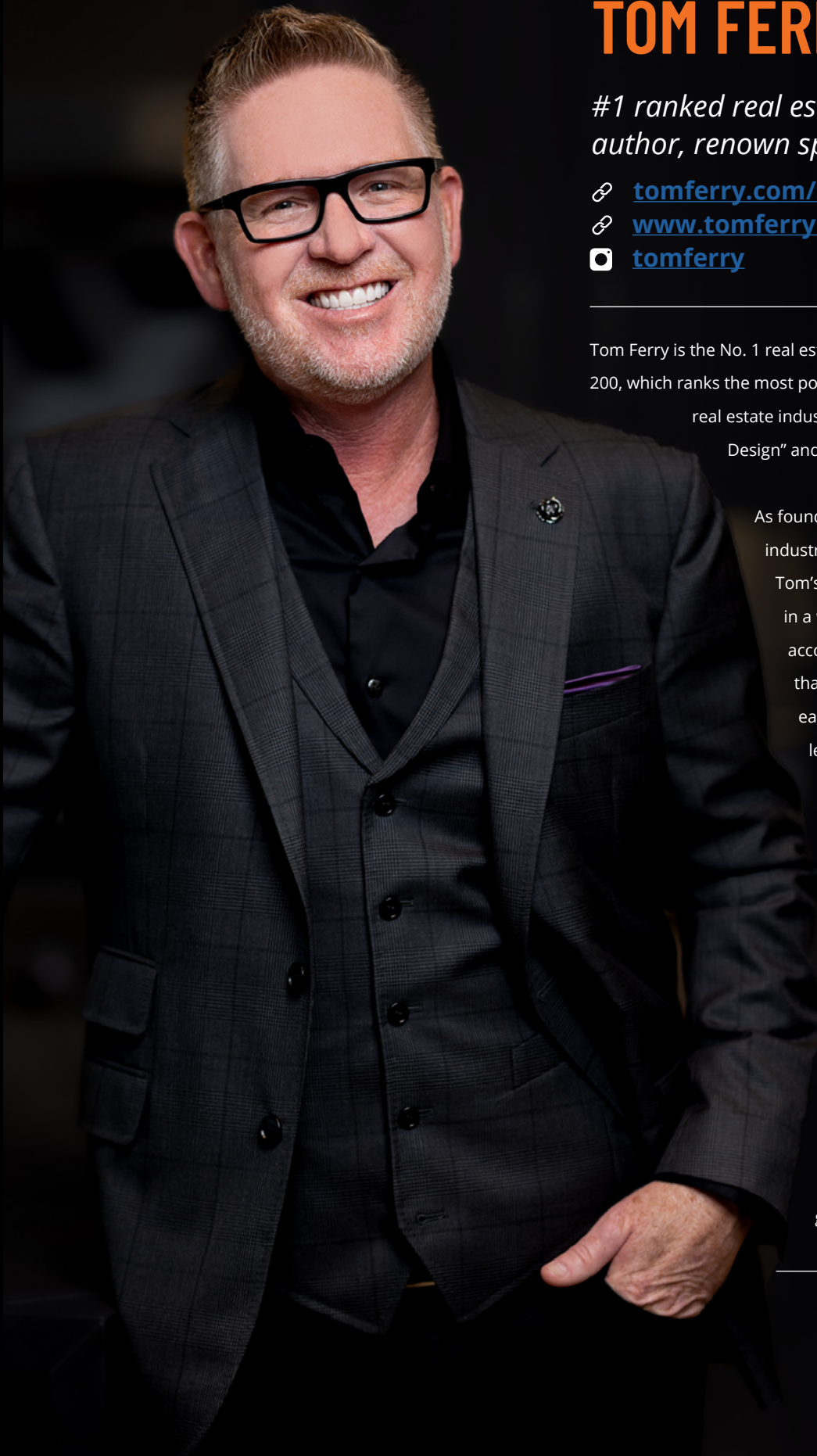


Tom Ferry's Speaker Bureau is a game-changer for the real estate industry, offering a diverse lineup of seasoned expert speakers and thought leaders for real estate workshops, keynote speeches, and virtual events.

The carefully curated roster includes a cross-section of specialized expertise and regionalized availability, all providing in-depth insight to captivate, entertain, and inspire agents. Whether you're looking to inject a jolt of energy or are seeking focused training to overcome a specific challenge, Tom Ferry's Speaker Bureau can meet your needs. We invite you to browse our speaker lineup and contact us to make your next event a complete success.



Contact: privateevents@tomferry.com



TOM FERRY

#1 ranked real estate educator, best-selling author, renown speaker, founder, and CEO.

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Tom Ferry is the No. 1 real estate educator according to the Swanepoel Power 200, which ranks the most powerful and influential leaders in the residential real estate industry, and the best-selling author of “Life! By Design” and “Mindset, Model and Marketing!”

As founder and CEO of Ferry International, the real estate industry’s leading coaching and training company, Tom’s ever-growing influence impacts professionals in a wide variety of ways, including rigorous accountability coaching, the popular #TomFerryShow that delivers free, fresh and relevant real estate tips each week, highly engaging training events and his legendary keynote speeches.

Tom has more than 30,000 hours of coaching experience and works daily to help agents and brokers grow a prosperous business while simultaneously balancing — and loving — their personal lives.

He is also 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 holding professionals accountable to fulfill their greatness.

JASON PANTANA

A leading authority in marketing, arming agents with essential tools to stay current in the digital world.

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Jason Pantana is a leading authority on real estate marketing, as well as host of the popular real estate event, Sales & Marketing Edge. He's an accomplished coach, trainer, speaker, and formerly served as the director of education for a leading national real estate franchise. His dynamic sessions arm professionals with the tools they need to stay current, competitive, and successful in any real estate environment by utilizing social media strategies, digital marketing, and developing an eye for emerging business trends. He's an expert at helping agents launch advertising campaigns, understand the latest digital marketing systems, and gain perspective on emerging trends.



AGENT

JEFF MAYS

As a coach, trainer and speaker for Ferry International, Jeff works with and trains new, luxury and experienced agents.

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With more than 30 years of success in the real estate industry, Jeff Mays has coached and trained many of the industry's highest-producing agents and is consistently recognized as a national top producer.

From his beginnings as a sales associate to his quick rise to a broker, owner, sales manager and trainer for Coldwell Banker Prime, Jeff has dedicated his career to learning, testing and refining exactly what to say at those critical moments with clients. He focuses on a deeper, more meaningful way to connect with buyers, sellers and agents.

As a coach, trainer and speaker for Ferry International, the real estate industry's leading coaching and training company, Jeff works with new, luxury and experienced agents — from small to large brokerages, helping them to adopt faster and achieve more by creating a culture of winning through lasting relationships.

CONSULTANT

DEBBIE HOLLOWAY

Instrumental in building the Tom Ferry coaching division and Team-specific programs as a broker and coach.

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Debbie Holloway's impressive track record includes 40 years of real estate experience as a former owner of a successful, high-volume sales team. Her highly structured approach allowed her to become one of the first agents worldwide to sell their personal practice. In 2004, she joined Tom Ferry coaching, helping build the coaching division, spearheading the Team program, training top agents worldwide, and creating innovative programs for agents such as Women Influencing Real Estate (WiRE). She has conducted over 30,000 custom coaching sessions, with her clients averaging 170 transactions and 50% profit.

AGENT

EMILY KETTENBURG

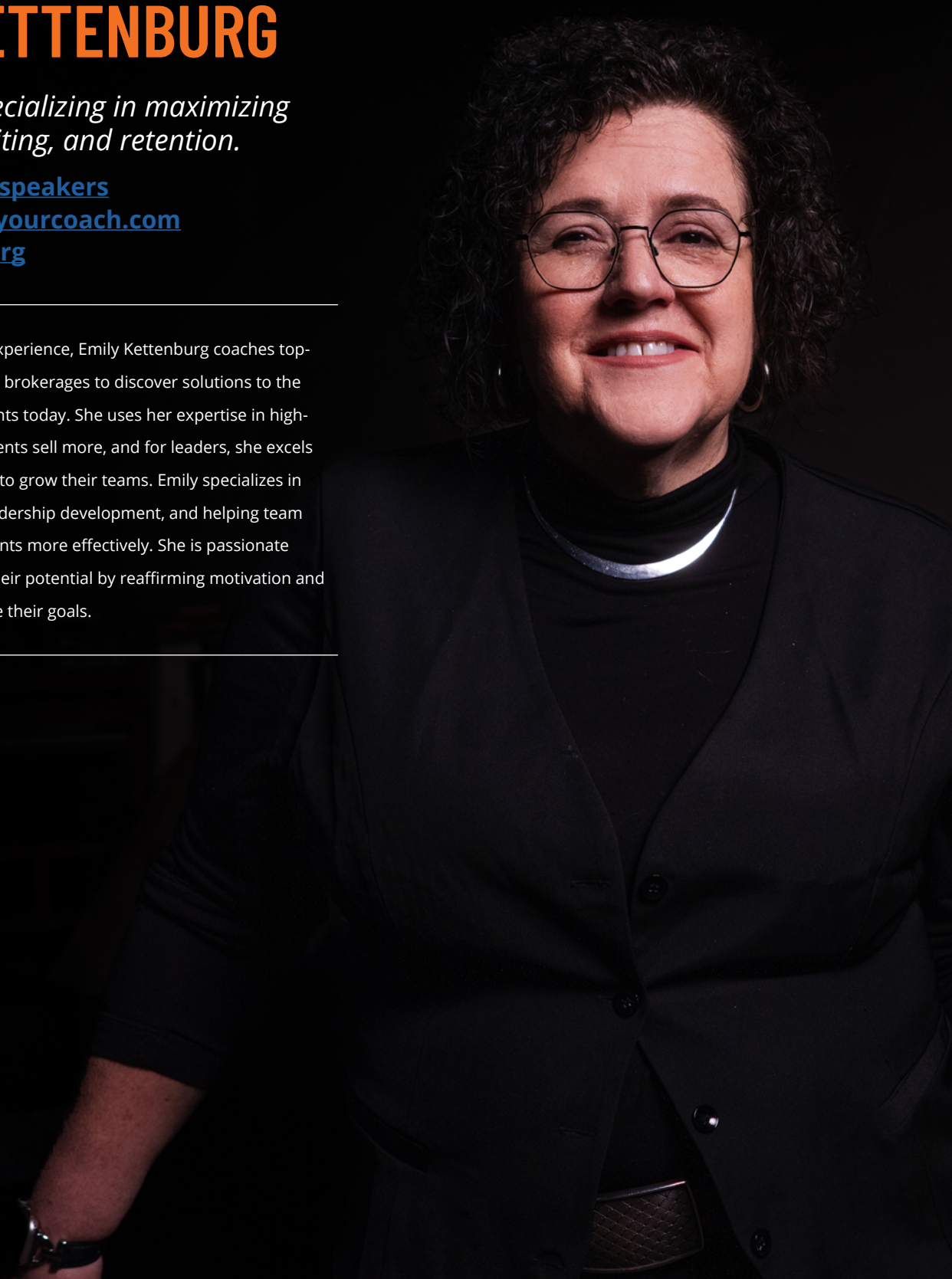
Veteran coach specializing in maximizing production, recruiting, and retention.

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With 30 years of real estate experience, Emily Kettensburg coaches top-producing agents, teams, and brokerages to discover solutions to the biggest challenges facing agents today. She uses her expertise in high-level management to help agents sell more, and for leaders, she excels in helping attract new agents to grow their teams. Emily specializes in sales training, growth and leadership development, and helping team leaders recruit and retain agents more effectively. She is passionate about helping others reach their potential by reaffirming motivation and mastering the skills to achieve their goals.



AGENT

AARON CUHA

A 30-year industry veteran with expertise in management, social media, and brand identity.

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With over 30 years of experience, Aaron Cuha is a successful leader in real estate, specializing in coaching and mentoring individuals to achieve career success. He has expertise in mortgage, real estate sales, investment, and loss mitigation, and has held leadership positions in industry-related organizations. A sought-after keynote speaker and expert witness, Aaron has a proven track record in branding, vision communication, and has founded a non-profit organization called The Center For Global Change to support struggling children in third world countries. Aaron is also a philanthropist, pilot, and educator.

BROKER

ALYSSIA ESSIG

A 25-year real estate pro with expertise in business building strategies, leadership skills, and lead generation.

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Alyssia Essig is a seasoned real estate professional with over 25 years' experience in the industry. She began obtaining her real estate license in 1998 and has held many roles since, including management, where she oversaw thousands of real estate transactions and helped agents build and grow their careers. In 2016, she started her own real estate team, dedicated to providing clients with an exceptional experience through market knowledge, negotiating skills, and superior concierge service.

Alyssia is also a coach for Ferry International, the No. 1 real estate coaching and training company. She speaks, coaches, and trains agents all over the USA and Canada, with a focus on business building strategies, leadership skills, and lead generation. She has been featured in the Baltimore Sun as well as in the national media. Alyssia is also a volunteer for State and Local REALTOR Associations and was the 2018 President of Greater Baltimore Board of REALTORS.



CHRIS GIANNOS

Transforming real estate productivity with a new perspective and results to back it up.

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Making history as Zillow's youngest employee at 19 means you're going places. And that's exactly the case for Chris Giannos. After dominating sales and elevating to Zillow management, he was tasked with revitalizing a stagnant RE/MAX brokerage, where he led the team to more than \$100 million in annual sales. He went on to transform yet another brokerage before co-founding Humaniz.io, revolutionizing real estate recruitment and attaining a 1,300% growth rate and \$1.25 million annual recurring revenue. With expertise in recruitment, team growth, and online lead conversion, Chris is sure to elevate your real estate business.

AGENT

DANNY MACEDO

A proven trainer and coach with expertise in lead generation, lead nurturing, social media, and digital marketing.

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Danny Macedo is a coach, trainer, and speaker for Tom Ferry International, the world's leading real estate coaching program. His areas of expertise include active and passive lead generation, lead nurturing, social media strategy, digital marketing, and using current business trends to one's advantage. He has assisted thousands of real estate professionals create powerful marketing campaigns on platforms such as Facebook, Instagram, YouTube, and Google, all while readying them to utilize the ever-changing marketing tools of today. His powerful sessions prepare professionals with the tools to stay competitive and successful.



CONSULTANT

DAVID CALDWELL

Passionate broker/owner with expertise in sales, marketing, and leadership.

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David Caldwell is a real estate professional with more than a decade of industry experience. He founded Hillshire Realty Group in 2012, which has sold over 1,500 homes in the Portland metro area. David provides expert advice to buyers and sellers, helping them navigate the changing market with ease. He also coaches some of the top real estate teams in America, specializing in sales, marketing, and leadership. David is passionate about improving lives through his work and is committed to delivering exceptional results and making a positive impact on those around him.



DAVID CHILDERS

CEO of Keeping Current Matters, visionary leader, and trusted industry advisor.

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David is a visionary leader, a trusted advisor, and a driving force behind the success of Keeping Current Matters. Under David's leadership, KCM has become the industry's premier resource for real estate education and market intelligence. David's genuine dedication to helping others succeed truly sets him apart. Beyond his professional achievements, he is a compassionate individual devoted to giving back to his community and his family. When he is not serving at KCM, you can find him active in men's groups and community outreach with his church or spending time with his wife and three children in Richmond, VA.



TEAM LEADER

EMILY TERRELL

Creating proven strategies to build balance within agents' businesses and lives.

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Emily Terrell is all about creating systems that allow her business to serve her life, not dominate it. And as a team leader and Tom Ferry coach, she's eager to share her expertise, insights, and ready-made solutions with fellow agents. Whether it's figuring out how to maximize past clients, Expireds, FSBOs, social media, or geographic farming, Emily leverages her systems to maximize productivity and enjoy each day to the fullest. Despite being based in San Antonio, TX, Emily spends six months of the year at the beach, while still successfully running her team and coaching top agents.



MODERATOR

FRANK HEREDA

Passionate 20+ year industry veteran experienced in building, investing, coaching, and real estate sales.

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Frank Hereda is a top broker in the Grand Strand/Myrtle Beach, SC, area, and brings more than two decades of experience to his coaching clients and speaking audiences. His vast experience includes custom home building, investing, running multiple businesses, and real estate sales. Combined with thousands of hours of coaching experience, his clients rave about his advice and ability to challenge them to greater success. Frank's audiences appreciate his knowledge, passion, expertise, and life stories in his presentations on topics including sales, prospecting, The 6 Phases of Mastery, the Core 4 Lead Sources, and time management.



MODERATOR

JANET MILLER

Systems expert helping real estate pros create certainty in their results, eliminate the overwhelm, and achieve balance in their lives.

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Janet Miller is a coach, trainer, and speaker with Ferry International, the real estate industry's leading coaching and training company. She is located in Toronto, Ontario, and collaborates with real estate professionals throughout Canada and the United States.

Janet assists team leaders and agents establish the systems and structures necessary to create a profitable and scalable business model. This results in certainty in their outcomes eliminates overwhelm and fosters a balanced approach to their lives.

Her areas of expertise encompass business planning, leadership, team culture, results tracking, market analysis, agent productivity, operations, and time management.

Janet holds an active real estate license and an MBA from the Rotman School of Management in Toronto.

Her practical tools have empowered real estate professionals to be strategic and successful in their businesses. Her unwavering passion for helping others succeed is evident in her endeavors.



TEAM LEADER

JARROD DAVIS

Excels at helping brokers and teams create duplicatable systems for scaling their business through operational excellence.

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Jarrold Davis progressed from a single agent to running a successful team to owning his own brokerage at 27. Now with nearly 30 years of industry experience, he has coached and trained many agents to achieve success, recruited over 700 agents, and led a 300-plus agent office. Jarrod is known for his ability to connect with people and his holistic coaching approach, which includes personal development. As a Tom Ferry Business Coach, he focuses on helping broker/owners and teams create models and systems for scaling their business through operational excellence that is duplicatable and repeatable.

TEAM LEADER

JASON DELATTE

Expert in helping brokers and teams create operational systems for scaling their business.

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Jason Delatte is an accomplished real estate broker, CEO, community leader, and keynote speaker based out of New Orleans, LA. With more than a decade of experience, Jason has established a reputation as a rising star as both a team leader and a real estate coach, even being featured as one of the National Association of Realtors' "Top 30 Under 30." Mindset, sales, lead generation, brand building, and FSBO/Expireds are just a few of the areas he specializes in to help his clients succeed in their businesses and get to wherever they want to go.



AGENT

JAVIER MENDEZ

A 29-year real estate veteran running the top-producing luxury team in Las Vegas. An expert in neuro-linguistic programming, hypnosis, and sales.

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Javier Mendez is a Las Vegas-based real estate broker with over 29 years of experience. He owns and operates The Mendez Team, a top-producing luxury real estate group in Las Vegas with plans to expand to Cabo San Lucas, Mexico. Javier is a skilled coach and speaker in the industry, possessing degrees and certifications in psychology, neuro-linguistic programming, hypnosis, and coaching. His "lead from the front" mentality means he can do more than just "talk the talk." Javier's extensive experience and knowledge of real estate and his proficiency in scripts and objection handling have earned him numerous accolades.



BROKER

JEFF BANNAN

A professional coach who has helped clients earn \$1,000,000 in GCI through social media marketing and always knowing what comes next.

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With over two decades of experience coaching both real estate and professional fitness, Jeff Bannan specializes in coaching real estate agents to effectively use social media marketing. He has successfully helped his clients earn up to \$1,000,000 in GCI by using primarily social media leads. He also supports agents in scaling their businesses and cultivating the right mindset for success. Jeff's coaching style emphasizes communication and clarity on "What's Next." His expertise in social media, business scaling, communication, and mindset make him an invaluable asset to any real estate agent looking to grow their business.



BROKER / AGENT

JEN DILLARD

Top-producing agent, leader, and speaker with experience in buying, investing, and developing.

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Jen Dillard is a dynamic leader and top-producing real estate agent based in Hood River, Oregon. With a passion for mentoring and inspiring others, Jen has become a sought-after expert in the real estate industry. Her expertise and commitment to her clients have earned her a reputation as a trusted and respected agent. As a team leader and active producer with REAL Broker in Oregon and Washington, Jen is dedicated to helping others scale their businesses, get out of their comfort zones, and achieve work/life balance through effective systems and strategies.

What really sets Jen apart from other agents and industry leaders is her experience as a buyer, developer, and real estate investor. She develops and invests in a wide range of properties, including more than 700 multifamily, commercial, and hospitality units in markets across the United States. Jen is able to guide her clients through every single step of nearly aspect of real estate from beginning to end, starting from a birds-eye view and zooming in to the most minute details.



JIMMY MACKIN

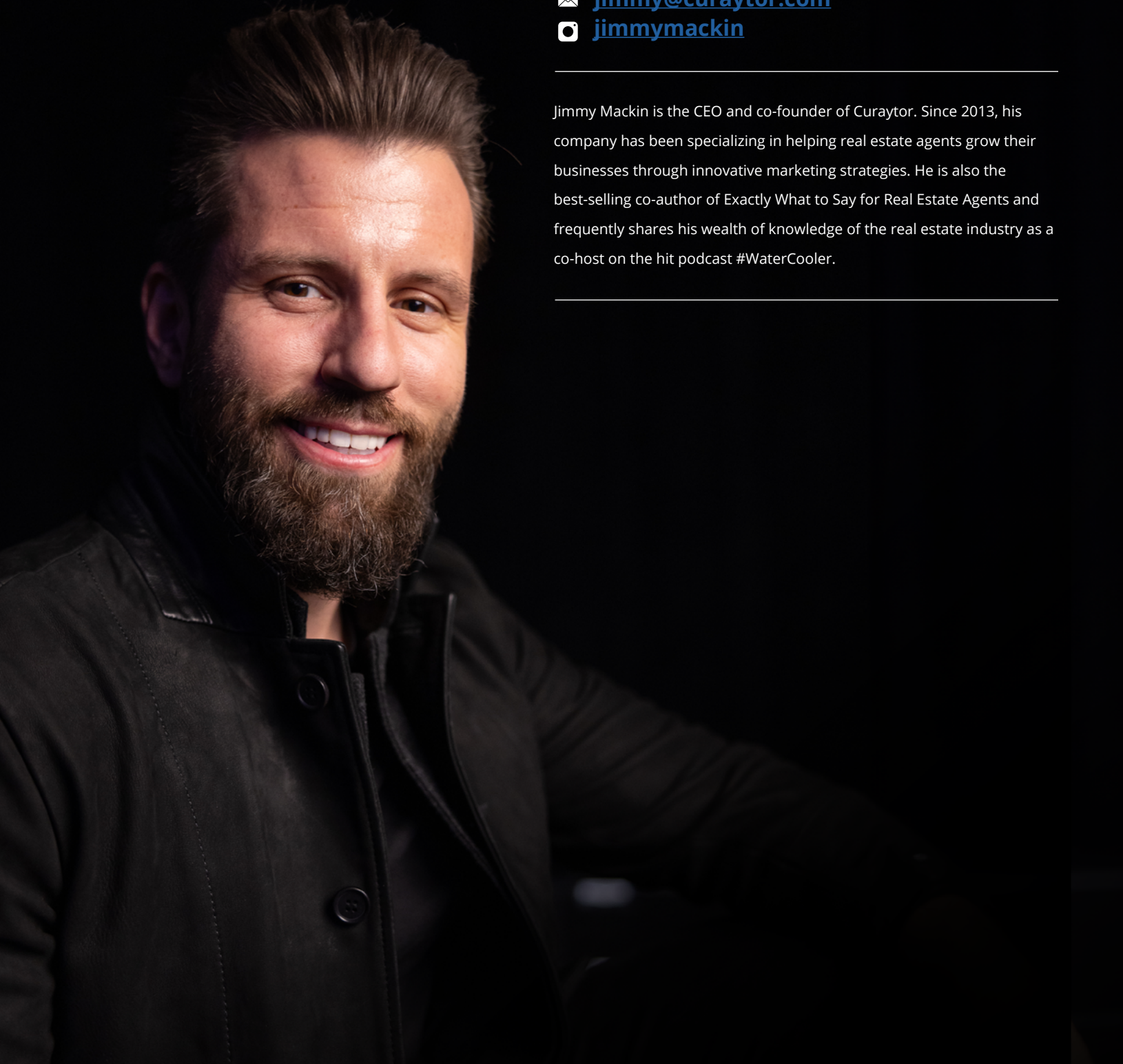
CEO and co-founder of Curaytor, talented marketing strategist, and lead gen expert.

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Jimmy Mackin is the CEO and co-founder of Curaytor. Since 2013, his company has been specializing in helping real estate agents grow their businesses through innovative marketing strategies. He is also the best-selling co-author of *Exactly What to Say for Real Estate Agents* and frequently shares his wealth of knowledge of the real estate industry as a co-host on the hit podcast #WaterCooler.



JOE BOWOLICK

Real estate coach, trainer, and business scaling expert who turns “No” into “Let’s Go!”

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With 17+ years in real estate and 13+ years as a Coach and Trainer, Joe is the go-to expert for agents aiming to scale their business. What sets Joe apart is his industry knowledge and passion for transforming real estate pros’ lives through coaching and training. He excels at guiding thousands of agents to success with tailored solutions, including effective scripts and dialogues, ensuring you stay ahead of the competition.

Joe believes in the power of a positive mindset, coaching agents to enhance professional performance and create a balanced life. He’s also a time management maestro, helping agents optimize daily activities for more success with less stress.

Joe’s expertise isn’t limited to soft skills; he’s a practical sales wizard, offering a toolkit for real estate success. His remarkable skill is turning “No” into “Let’s Go!”—empowering agents to convert prospects into clients. When you work with Joe, you gain a mentor, strategist, and partner committed to your success.



MARC PRESTERA

*Pro in time management, lead generation,
and sales for over 50 years.*

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Marc Prestera has been an active force in real estate for over five decades, holding broker's licenses in several states and completing over 20,000 transactions. His expertise spans various roles, from successful agent/broker and team leader to property manager. Marc's coaching focuses on foundational basics, including time management, lead generation, lead follow-up, and systems for converting prospects to paychecks. He built his personal practice on leveraging successes with systems that produced additional transactions, complemented with NLP, scripts, and certification in "Exactly What To Say" by Phil M. Jones. Marc's expertise helps keep his listening sharp, relationships authentic, and results predictable.



BROKER / AGENT

PHIL GERDES

An expert in social media marketing, public speaking, video production, conversion tactics, and delivering exceptional customer service.

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Phil Gerdes is a licensed Realtor® with a proven track record of success. He specializes in systems, new agent development, conversion skills, and top-of-mind marketing, which he leverages to coach and consult with numerous highly successful individuals and businesses. Phil's emphasis on "Real Estate Done Right" and long-standing real estate fundamentals enables him to coach his clients to deliver a top-tier customer experience and scale their businesses more quickly.

KEYNOTE SPEAKER

SANDRA HENDRIX

English/Spanish bilingual coach and finance expert who understands international markets.

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Sandra Hendrix began her career as a stockbroker and moved her way into a business consultant role for Coldwell Banker Mexico. She holds a degree in business and finance with further studies in public relations, marketing, and small business startups.

Sandra is fully bilingual in English and Spanish, and approaches business with a complete understanding of international real estate markets, international business models, and marketing etiquette.

Her areas of expertise include business startups, SOPs, tracking & measuring, lead management and conversion, marketing (both on and offline), brand building, and client experience.



AGENT

TAUSHA FOURNIER

A coach, speaker, and sales expert with over 25 years of experience in scaling businesses, enhancing leadership skills, and driving sales.

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Tausha Fournier is a speaker and sales expert with over 25 years of experience in scaling businesses, enhancing leadership skills, and driving growth. Her dynamic approach to coaching and training, coupled with a great sense of humor, keeps audiences engaged and entertained. She has worked with small startups to large corporations in sales, marketing, and leadership development. Her expertise has helped countless businesses maximize their potential. Tausha's interactive speaking style encourages audience participation and provides practical tools and strategies for immediate implementation. She's certain to help you increase your sales, improve your leadership, and scale your business.



KEYNOTE SPEAKER

YVONNE ARNOLD

A renowned leader, coach, and RE/MAX Hall of Famer in the top 1% of Realtors worldwide.

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Yvonne Arnold, a highly successful real estate agent for over 30 years, has embraced technology and paperless transactions to manage and expand her business. As a coach, she has guided numerous real estate professionals to financial success by introducing them to innovative ideas. Yvonne specializes in simplifying complex concepts and providing step-by-step instructions to help attendees, including solo entrepreneurs and team leaders, improve efficiency, communication, and implement effective systems, processes, and operations.

