

## **PASS COACHING:**

*Finding the Missing Piece to the Production Puzzle  
(and other little pesky issues affecting our lives)*

### **WHAT'S MY COLOR?**

Focuses on understanding your sales, service or leadership style... and some of those other challenging issues we have in living gratifying and productive lives in our various work situations.

This workshop has a non-judgmental bias to assist participants to make subtle adjustments in their perceptions of others and themselves to enhance their personal performance and that of their colleagues and support teams.

*Benefits include:*

- Developing Hi-Performance Sales & Service Cultures
- Immediate and practical applications for professional and personal growth
- Providing tools in creating long term evolutionary changes in work effectiveness and corporate cultures
- Improving individual leadership skills
- Creating efficient, customer-centric work environment

**What's Your Color®:** is a highly intensive and interactive workshop where participants will discover what makes them “tick” and their core personality traits which they can leverage to become more effective in reaching their goals and working with others.

**Participants report:** “Exciting & Stimulating”, “Insightful & Educational”, “Thought provoking & Challenging”

**What's Your Color®:** helps participants discover their own solutions to life's pesky little questions that are seldom verbalized but often thought and taps into their own unique strengths and creativity.

“Given Dave's extensive experience in mortgage lending as an international mortgage banking executive, business owner and performance psychologist gives him a unique perspective in serving others and whatever their need level might be. He has a disarming but powerful ability to affect a positive change in others and help participants rise to greater levels of personal effectiveness.” David Mann, Founder & CEO of AllFinance Shops (an international mortgage banker, lender and investment banking firm).

A partial list of corporations who have used the tools, techniques and performance strategies provided by **PASS** include:

- |                   |                        |
|-------------------|------------------------|
| - AT&T            | - CitiCorp Bank        |
| - Sears           | - Chevron              |
| - Cox             | - Prudential           |
| - Bank of America | - Wells Fargo Mortgage |
| - GMAC            | - Aussie Home Loans    |

***“People will usually forget...  
but they will never forget  
how you made them feel.”***





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**RAISING THE BAR...**  
*Using a 7 Step Ladder:*

***A series of core activities which can be used to “jump start”  
a loan originator’s production or take it to the next level.***

### **Fast Track Coaching Involves:**

- *The Big Why & How?*  
*Discovering your UPS (Unique Selling Proposition) and being a Walking Billboard*
- *Business Planning: Creating a One page Blueprint for Success*
- *Time Blocking: Activity Management for Hi-Performance Results*
- *Booking Appointments: Scripts For Success®*
- *Overcoming Objections: The Objection/Response System®*
- *Me Incorporated: Branding Yourself*
- *Lead Generation Strategies:*  
*Turning Cold Calls into Warm Leads and Pursuing “The Bingo Question”*
- *What’s Your Color?: Establishing Instant Rapport*

Dave Agena is an international mortgage banking executive, consultant and performance psychologist. Currently, he is co-founder of several existing mortgage banking and service related companies both in Australia and in the United States. Although Dave has invested his entire career in mortgage banking and related industries, he is a trained Clinical Psychologist with an MBA in Organizational Behavior and is currently completing his PhD in Organizational Leadership.

“Dave possesses a natural charm and charisma in assisting others in achieving their personal and professional goals.” - Tom Kenedy (President and Founder of Austin Mortgage)

“Dave excels in helping you discover new perspectives and “self tapes” that improve your performance regardless of your occupation.” - Skip Johnson (Senior Golf Tour Professional)

“Dave has a natural affinity for gaining the acceptance and trust of others and helping them achieve their true potential.” - John McCabe (President of Union Mortgage)

“Dave has a very subtle but effective way of creating a positive difference in the lives of others. He is the ‘Real McCoy’... Triple threat in taking your performance to the next level.’ - David Mann (CEO and Founder of All Finance Shops, Australia)

“If you want practical, take home value that you can apply to your business tomorrow... attend one of his workshops today! -Anne Marie (President and Founder of Loans Café, Australia)

