



**December Leadership Meeting**

**TODAY**

*December 20th 1:00-4:00*

There are no breakouts scheduled at this time.

Location: Keller Williams  
Flagship of Maryland  
231 Najoles Road  
Millersville, MD 21108

*Please see below for 2018 Leadership Meeting Dates.*



**In This Issue**

Family Reunion 2018

2018 Leadership Meeting Dates

2018 CGI Goals

**Family Reunion 2018- MD/DC Regional Celebration**

*February 18th- Disneyland California Adventure Park*



Join us for an evening of rides, fun, drinks and appetizers as we celebrate your 2017 accomplishments!

We are less than two months away, do not wait to purchase your tickets!!

**REGISTER**

**2018 Leadership Meeting Dates**

January 25th

April 5th

May 31st

June 28th

July 26th

September 13th

October 25th

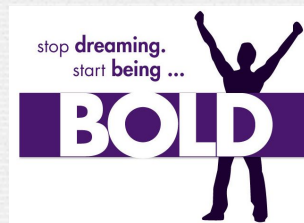
November 15th

December 19th

***\*\*We're going paperless!! Starting in 2018 we will no longer be printing the Regional or KWRI Multi-Year Trends for Leadership Meetings.***

## Region BOLD Dates

FREE First Step January 16th-Upper NW DC  
FREE First Step January 16th-Upper Marlboro  
FREE First Step January 17th-KWSR Annapolis  
(location: St. Phillips Episcopal Church  
730 Bestgate Road Annapolis, MD, 21401)  
FREE First Step January 17th-KW Flagship of Maryland-Crofton



## 2018 CGI Goals

Have your agents set their goals for 2018?

**Regional Goal 100% by 12/31**

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Ocean City	67	100.00%
Towson	164	99.39%
Annapolis	151	98.05%
Greater Frederick County	117	97.50%
Rockville	163	94.22%
Upper Marlboro	443	93.26%
Ellicott City	265	89.23%
Bethesda/ Chevy Chase	98	59.39%
Keller Williams Legacy Metropolitan	95	51.35%
Upper NW DC	18	40.00%
Hagerstown	28	35.90%
Bel Air	78	34.06%
Pikesville	75	19.95%
Washington Capitol Hill	47	16.26%
Crofton/Ft. Meade	29	7.30%
White Marsh/Perry Hall	7	5.79%
Greater Howard County	23	4.59%
<b>Total</b>	<b>1,868</b>	<b>48.68%</b>

Having trouble getting your agents to set their goals? Visit KW Connect for some extremely helpful resources. KW Connect→Growth→Career Growth Initiative→about half way down you'll see "For Market Center Leadership" check out those tools/videos.

Picking up the phone and calling your agents is a simple and effective way to connect, show them that you care, and get those goals set! Remember this is helping to set them up for a successful 2018.

## GameBook for Productivity Coaches

KW MAPS Coaching has developed a Gamebook to help you educate and motivate agents; to hold them able and accountable to their growth and knowledge of our models and systems; and to engage them in world-class training like Ignite, BOLD, the Growth Initiative, and the Career Growth Initiative (CGI). The Gamebook is your guide to boosting market share and helping agents to cap status so they truly fund their lives and create opportunities! **Holiday Discount Pricing is available until January 1, 2018**

**[Purchase Here](#)**

## Did you know?

If you follow John Davis on KW Connect you have seen the Monthly Red Report video. [View Here](#) , but **did you know that below the video you can access an interactive PDF that summarizes all of the information from the video?** Check it out; you won't be disappointed!

## kw REDREPORT

KELLERWILLIAMS NOVEMBER 2017

The weather might be cooling down, but this month, your business is heating up!

While those in traditional real estate may be content to take their foot off the gas this time of year, you are accelerating, taking territory and finishing the year strong! By staying focused throughout the fourth quarter, you are ensuring that you're on track to make 2018 a landmark year in your business!

At Keller Williams, there's no slowing down!

KWRI	Oct. 2016	Oct. 2017	% Change
Closed Units	80,270	90,126*	+12.3%
Closed Sales Volume	\$22.6B	\$26.3B*	+16.4%
Listings Taken	51,271	57,328*	+11.8%
Listings Taken Volume	\$15.1B	\$18.1B*	+19.5%
Leads Sold	96,964	111,414*	+14.4%

## Top Content on KWConnect

A Special CGI Live Stream  
**Fund your big why with Profit Share**

[Fund Your Big Why with Profit Share](#)

Introducing Labs, Reimagining the Real Estate Experience.

[The Latest in Labs: Top Five Things You Need to Know](#)

**\$1 BILLION IN PROFIT SHARES!**

[The Power of Passive Income](#)

## Daily Numbers

Enter your daily numbers by 9:00 am each day [here!](#)

Forward this email

STAY CONNECTED

