



**Family Reunion 2018: Top  
Three Recruits**

**Due: DUE FRIDAY 12/08**

With Family Reunion approaching it is that time to let the region know who you are targets for attending. Please update the google link below with your Top Three Recruits.



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Family Reunion 2018

Important Dates

2018 CGI Goals

\*\*Be sure to edit the second page on the document labeled "2018 Top 3 Family Reunion"

[Update Recruits Here](#)

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**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!

**REGISTER**

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**Have all of your agents signed up for Family Reunion?**

**One more day to register! There are limited tickets remaining.**

**Purchase [here!](#)**

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**Important Dates/Deadlines**

**Goal/Forecasting Submission to KWRI**

**December 10th**

Goals must be submitted to KWRI by December 10, 2017 (they can be uploaded at any time prior to Friday, December 8, once approved by the region). Please follow the instructions on the forecast model.

**November GI Tools**

**Due December 10th**

Send to Dana at [dana.akerberg@kwmdc.com](mailto:dana.akerberg@kwmdc.com)

**December Leadership Meeting**

**December 20th 11:00-4:00, Keller Williams Flagship-Crofton**

231 Najoles Road Millersville, MD 21108

**January BOLD**

**FREE First Step January 16th-Washington- Location TBD**

**FREE First Step January 17th-KWSR Annapolis**

**January Leadership Meeting**

**January 25th 11:00-4:00, Keller Williams Realty Centre-Columbia**

6250 Old Dobbin Ln #140, Columbia, MD 21045

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**KW Cares Updates Due Every Friday by 10 AM**

Please report your updated donations to [dana.akerberg@kwmdc.com](mailto:dana.akerberg@kwmdc.com)

Remember to include donations from your green sheets!

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**2018 CGI Goals**

Have your agents set their goals for 2018? It is a close race between Ellicott City, Greater Frederick, and Upper Marlboro. Who will hit 100% first?

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Greater Frederick County	112	94.92%
Ellicott City	313	89.68%
Upper Marlboro	459	86.77%
Ocean City	69	79.31%
Towson	171	65.77%
Bethesda/ Chevy Chase	79	46.75%
Rockville	52	31.71%
Hagerstown	26	31.33%
Upper NW DC	13	30.23%
Annapolis	63	20.86%
Washington Capitol Hill	39	13.22%
Pikesville	50	11.19%
Bel Air	26	10.79%
Keller Williams Legacy Metropolitan	13	4.45%
Greater Howard County	21	4.24%
White Marsh/Perry Hall	5	3.03%
Crofton/Ft. Meade	17	2.93%
<b>Total</b>	<b>1,528</b>	<b>33.07%</b>

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**Daily Numbers**

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

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Forward this email

STAY CONNECTED

