



Family Reunion Awards

We will be recognizing MD/DC Regional Top Performers at our Family Reunion event.



Please fill out the below document for your Market Center, and send to Dana at dana.akerberg@kwmdc.com by **January 19th**

[Market Center Top 10 Document](#)

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Family Reunion Wants YOU!

Have you or one of your agents been chosen for a panel at Family Reunion? Let us know! We will be highlighting panelists from our region. Please email Dana at dana.akerberg@kwmdc.com with the following information by **January 19th**.

Panelist Name:
Market Center:
Breakout Session:
Time/Date:
Location:

Mark Your Calendars!

Confirmed Regional Events for 2018

All open registrations can be found at: <http://kwmarylanddc.eventbrite.com/>

February 18th- Family Reunion Regional Event at Disneyland Adventure Park
March 27th-29th- Career Visioning, 30.60.90, Success Through Others with Seth Campbell
April 3rd-4th- Win with Sellers (Mark Ramsey)
April 12th-13th Recruiting Great Agents/Growth Through Value
April 26th-27th- OP Bootcamp
May 10th- Red Day
June 12th- Maryland/DC Masterminds
July 23rd-24th- Train the Presenter



****Additional events to be added as dates are confirmed with instructors****

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 37 days away from Family Reunion, do not wait to purchase your
tickets!! Registration will close early so tickets can be distributed.

[View Current Registration List](#)

Share this flyer with your Market Centers!
[Family Reunion Flyer](#)

REGISTER

Take Territory with Cap Management

Leadership Webinar Replay

How to use Cap Management to
drive your vision and your action
plan for profitability and value.



[Watch Webinar Here](#)

****You must log-in to watch webinar****

Regional BOLD/IGNITE Tracking

The region wants to know when BOLD/IGNITE is coming to your Market Centers this year.
Please keep the below Google Doc updated with your Market Center's dates.

[Edit Document Here](#)



2018 CGI Goals

Regional Goal: 100% by Family Reunion

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Upper Marlboro	497	99.80%
Greater Frederick	110	99.10%
Towson	230	98.71%
Crofton	356	98.61%
Ocean City	71	97.26%
Annapolis	139	95.86%
Rockville	159	94.08%
Ellicott City	268	87.01%
Bel Air	134	67.68%
Bethesda	96	56.14%
Baltimore	147	53.26%
Upper NW DC	23	46.00%
Hagerstown	31	41.89%
Pikesville	150	39.58%
Washington Capitol Hill	53	17.73%
White Marsh	21	16.15%
Greater Howard	30	6.98%
Total	2515	65.64%

As of 1/16

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.

KWYP-Keller Williams Young Professionals
Do You Have Young Talent in Your Market Center?



Get your rising stars dialed into the Keller Williams Young Professionals network! Memberships have recently been upgraded to include access to Family Reunion, Mega Camp and more! Visit KWYP.org for more information.

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!! We will no longer be printing the Regional or KWRI Multi-Year Trends for Leadership Meetings. They will still be emailed out.*****

Daily Numbers

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

Forward this email

STAY CONNECTED

