



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:

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

Outrageous Success Can Be Yours in 2018
Free Coaching Webinar with Dianna Kokoszka
TODAY January 10th, 3PM EST



[Register Here](#)

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.*****

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](#)

Maryland/DC 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

Regional Goal: 100% by Family Reunion

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Towson	229	99.13%
Crofton	357	98.62%
Ocean City	71	98.61%
Upper Marlboro	484	97.78%
Annapolis	140	97.22%
Rockville	160	94.67%
Greater Frederick	103	93.64%
Ellicott City	266	87.79%
Bel Air	131	67.53%
Bethesda	96	56.80%
Baltimore	146	53.09%
Upper NW DC	23	46.94%
Hagerstown	29	39.19%
Pikesville	128	33.86%
Washington Capitol Hill	52	17.75%
White Marsh	19	14.62%
Greater Howard	28	6.59%
Total	2462	64.93%

As of 1/09

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.

Featured Event: **Be A Boss! 10 Secrets of a Mega EA (PLUS Mastermind!)**

Christy Belt Grossman, COO The Belt Team is teaching a class especially geared for Executive Assistants and operations staff. Unlike any other assistant class, it is taught by someone who has performed in the role at a high level for 20+ years. This is not a basic "how to" class with checklists, rather a higher level, higher minded class meant to expand your horizons. January 23rd in McLean, VA.



Share the flyer with your Market Centers!
[Be a Boss Flyer](#)

Daily Numbers

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

Forward this email

STAY CONNECTED

