



**Congratulations Kymber Menkiti, our new  
Regional Director!**

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**Leadership Meeting Added!**

We have added a Regional Leadership Meeting on March 15th.

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**Disaster Relief Team**

We are looking for leaders in the region to be part of our regional disaster relief team. (see roles below)

*At least one representative per role will need to attend the Disaster Relief training class at Family Reunion.*

*Monday, 2/19 3:15-6:15 in Room 201 ABCD.*

The lead task force roles are:

- Task Force Lead (regional director plus 1 alternate)
- Communications Lead (2 individuals)



- Dispatch Lead (2 individuals)
- Logistics Lead (2 individuals)
- Volunteer Food Lead (2 individuals)
- Lodging Lead (2 individuals)

Please read [here](#) for detailed descriptions of the roles.

**Who do you know in your MC that should join us for this training to consider the roles?**

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### **Real Estate Triple Crown**

In place of the regularly scheduled CGI call on Monday, January 29 at 2 p.m. we ask that you hold a special team event to share the incredible growth story of our company and your market center.



Gather your leadership team and prepare for January 29 using this customizable PowerPoint template and sample script as your guide:

**[Download Here](#)**

Congratulations!

**\*\*\*REMEMBER THIS IS CONFIDENTIAL INFORMATION DO NOT SHARE WITH ASSOCIATES OR MEDIA.\*\*\***

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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!

**We are 21 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**

### **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](mailto:dana.akerberg@kwmdc.com) with the following information.

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

**Location:**

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### **Attention MCAs:**

#### **NEW TRANSFER OF COMPANY DOLLAR PROCESS:**

To streamline the process of transferring Company Dollar between Market Centers, there is a new adjustment DA type specifically for the transfer of Company Dollar, which will be available once the All Associate process is completed for January. This adjustment DA type affects only Company Dollar and eliminates royalty exceptions caused by Company Dollar transfers.

Please be aware that royalty must still be tracked between Market Centers if the Market Centers are in the same region to avoid overpayment of royalty. Best practice is to create a Google sheet that is shared between Market Centers in order to ensure the agent does not pay too much royalty.

To familiarize yourself with the new process using this adjustment DA type, please visit the **Knowledge Base**. This article gives a general overview of the process and has links to articles on Sending and Receiving Company Dollar.

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### **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 5th-** Maximizing Your Profit (Agent Financials)
- June 12th-** Maryland/DC Masterminds
- July 23rd-24th-** Train the Presenter
- October 3rd-4th** Train the Presenter Advanced
- November 4th-**Run for the Water 5K
- November 28th-29th-**ALC Clinic

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

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### **2018 CGI Goals**

**Regional Goal: 100% by Family Reunion**

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Greater Frederick	109	100.00%
Upper Marlboro	499	99.80%
Crofton	362	98.62%
Towson	230	98.29%
Annapolis	140	97.90%
Ocean City	71	94.67%
Bel Air	185	93.43%
Rockville	156	92.31%
Hagerstown	62	86.11%
Ellicott City	269	85.67%
Bethesda	138	80.23%
Upper NW DC	33	66.00%
Pikesville	251	65.19%
Baltimore	150	53.76%
Washington Capitol Hill	61	20.89%
White Marsh	23	17.69%
Greater Howard	32	7.37%
<b>Total</b>	<b>2771</b>	<b>74.00%</b>

\*\*As of 1/26\*\*

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.

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### REMINDER: US 2017 1099 and 1096 Deadlines

Per the IRS Guidelines, form 1096 and 1099s must be submitted and filed to the IRS no later than January 31, 2018. Please refer to the 2017 Year End Process Guide for more information.

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### 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](#)



### BOLD STATS

5% of agents were in BOLD Oct - Nov

BOLD took 21% of all listings for KWRI Oct-Nov

BOLD took 49% of all under contracts for KWRI Oct-Nov

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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

