



**Keller Williams:
Your Year In
Review**

Be sure to check out this month's Red Report video [here](#)! Don't forget you can view the video in a interactive PDF below.



KW has created a resource toolkit that contains a customizable graphic, email template and script to help your associates tell their story and energize their business in 2018!

This is a great resource to share with your associates when going over their 2018 goals!

Find the resource toolkit [here](#).

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IALC Agenda for February 2018 Business Meeting

Reminder MCA's: Please share the below agenda for the upcoming IALC Business Meeting at Family Reunion in Anaheim, California with your ALC members as requested by KWRI.

[IALC Agenda](#)

**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 44 days away, do not wait to purchase your tickets!!

[View Current Registration List](#)

Share this flyer with your Market Centers!

[Family Reunion Flyer](#)

REGISTER

No Growth Initiative Calls This Week

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.*****

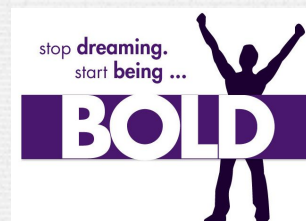
Maryland/DC Region BOLD Dates

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

Have your agents set their goals for 2018?

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Upper Marlboro	510	99.61%
Towson	228	99.56%
Ocean City	71	98.61%
Annapolis	143	97.95%
Greater Frederick County	104	97.20%
Rockville	162	94.19%
Ellicott City	268	88.16%
Bel Air	136	66.34%
Bethesda/ Chevy Chase	96	58.54%
Keller Williams Legacy Metropolitan	138	50.36%
Upper NW DC	21	45.65%
Hagerstown	28	35.90%
Crofton/Ft. Meade	128	35.56%
Pikesville	117	30.95%
Washington Capitol Hill	49	17.13%
White Marsh/Perry Hall	19	14.50%
Greater Howard County	24	5.58%
Total	2,242	57.58%

As of 12/28

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

