



MAPS Coaching is hosting several free webinars this week!

Today, Wednesday (Feb 28 at 2:00 PM Eastern), we have **"Getting REAL...The Art of Adding Value to People"** with MAPS Coach Dr. Matt Townsend.

Your ability to add values to others is the TOOL that sets you apart from the competition. Learn how to strengthen your relationships and work effectively with others.
[Register Here](#)

Today, Wednesday (Feb 28 at 3:00 PM Eastern), we have **"Take the 90 Day Challenge"** with MAPS Coaches Craig Reger and Andrea Morrisson.

Do you seek to increase production for your seller and buyer business? Take the 90-day challenge!
[Register Here](#)

Thursday (March 1 at 2:00 PM Eastern), we have **"Hire a Virtual Assistant for as little as \$2/hour"** with MAPS Coach Craig Goodliffe.

Many agents want to increase their leverage by adding team members, and yet their budget doesn't allow for that. If you could hire 4 new hires for the price of 1, what would it do for your business?
[Register Here](#)

FRIDAY (March 2 at 3:00 PM Eastern), we have **"Intro to Marathon Lead Gen and Conversion"** with MAPS Coach Richard Schulman.

Turn yourself into a human auto-dialer with effective systems for sourcing leads, organizing your leads, using an auto-dialer and setting up follow up programs
[Register Here](#)

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March Leadership Meeting Reminder:
March 15th- Carroll County Market Center
532 Baltimore Blvd. Westminster, MD 21157

Family Reunion 2018- Recap

Were you unable to attend Family Reunion this year? Don't worry, here are some great resources to fill you in on everything!



Day One

[\[Read\] Live Blog Feed](#)

[\[Watch\] Gary's Keynote- The Truth About Getting Your Unfair Share of the Business](#)

Day Two

[\[Read\] Live Blog Feed](#)

[\[Read\] Vision Speech Recap](#)

Day Three

[\[Read\] Live Blog Feed](#)

[\[Watch\] State of Your Company](#)

KW Referrals

Effortlessly Manage Agent-to-Agent Referrals

Kelle

Meet Kelle, Your Virtual Personal Assistant

Day Four

[\[Read\] Inspirational Morning](#)

IALC Motions:

The below motions were all passed at the IALC Meeting.

Amend item 3 in Section 4.7: International ALC Structure

There is only one International ALC (IALC) representing associates, Market Centers and Regions in the United States and Canada. The IALC is made up of:

1. The CEO or President of Keller Williams Realty, Inc. will serve as the IALC Chairperson. The IALC Chairperson may appoint someone to be the IALC Assistant Chairperson as a non-voting position to provide support to the Chairperson.
2. One leadership representative from each Region (OP or TL). The leadership representative is chosen by a majority vote of the leadership representatives on the Regional ALC.
3. Two associates from each Region. The associate representatives are chosen by a majority vote of the associate representatives on the Regional ALC. To maintain consistency through discussion of voting issues, associate representatives will serve for a two-year term. One representative from each Region would then be eligible for replacement each year and one would remain in place until the following year when they would be eligible for replacement. **To be eligible to serve on the IALC, an associate representative must be a Sponsor for one or more associates in the Keller Williams Profit Sharing Program.**
4. One Regional Director or Regional Operating Principal from each Regional ALC.

Insert the following as a new Section 4.9.4.22:

4.9.4.22 KW CARES - FUNDING TO MEET FUTURE NEEDS

Keller Williams has seen an unprecedented number of natural disasters, sometimes simultaneously, which has taxed our ability to respond in a way that all within the Keller Williams family have come to rely upon. With an ever-increasing number of associates across North America, the need to provide a stable source of fundraising for KW Cares has now become critical.

At Keller Williams, each associate is asked to contribute a minimum of \$10/month to enable us to raise enough money so that KW Cares, KWRI, Keller Williams Regions, Markets Centers and Associates can focus solely on relief efforts in time of dire need, rather than spend critical time and energy on fundraising efforts.

Market Centers will assist their associates with setting up recurring monthly donations, in the amount directed by each associate, by walking them through the secure on-line process on kwcares.org or by sending a standard Donor Form to KW Cares staff.

Insert the following as a new Section 4.9.4.23:

4.9.4.23 KW Cares - Funding Through Greensheets

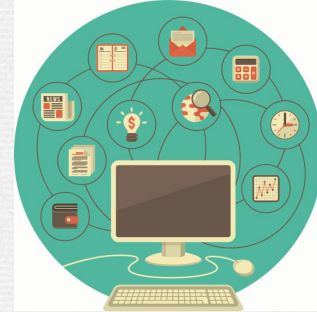
Each Greensheet, or such other alternative format an associate uses to provide transaction data to the Market Center or KWRI, will include a default donation to KW Cares of \$10 for each transaction. An associate can choose to donate more or "opt out" from this \$10/transaction donation, at any point, but the default position will be set for the \$10 donation.

CloudMORE Listings

CloudMORE Listings is here! You should be fully utilizing CloudMORE Listings in your Market Center, and no longer entering listings in WinMORE.

The MCA Department has provided many resources to assist you with this transition.

- Download and follow the action plan in the [CloudMORE Listings walkthrough](#) to better understand the process
- View the [CloudMORE Listings Webinar](#) on KWConnect
- Visit the [MCA Knowledge Base](#) and review the articles on CloudMORE
- If you still have questions, email kwmcangel@kw.com

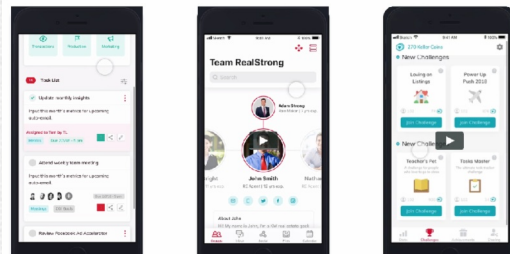


Did you know that during the month of November, CloudMORE Listings saved 53 Market Centers 9,060 minutes...or 151 hours...or 6.29 days in data entry? This is just the first step in moving WinMORE to the Cloud and increase our Market Center efficiency.

Labs Live Product Design Contest

At the first-ever Labs Live event, KW invited 368 agents to collaborate to identify new technology solutions to better serve their businesses.

72 hours, 23 masterminds, and 100-plus ideas later, we chose the three most popular ideas and technology got to work building three prototypes. [Check out the prototypes, and cast your vote!](#)



Upcoming Regional Events

**We have some exciting events coming up in the next few months!
Please share the below flyers with your Market Centers:**

Career Visioning, 30.60.90, and Success Through Others with Seth Campbell

March 27th-29th

[CV/30.60.90/Success Through Others](#)

[Register Here](#)

Regional Win with Sellers Workshop with Mark Ramsey

April 3rd-4th

[Regional Win with Sellers Workshop](#)

[Register Here](#)

All additional open registrations can be found at:

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

March BOLD MD/DC Region

Baltimore Thursday, March 29th- [Free First Step](#)

Columbia Monday, March 26th- [Free First Step](#)

Pikesville Wednesday, March 28th - [Free First Step](#)

Daily Numbers

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

[Forward this email](#)

STAY CONNECTED

