



Webinar-Today at 2:00

Integrating DRaaS (Disaster Recovery as a Service) into your Enterprise Resiliency Program and Business Operations.

You're invited to a webinar where you will learn how to integrate Disaster Recovery as a Service (DRaaS) into your business practices and priorities, understand the risks and compliance requirements, and get some tips and tricks on how you can restore your data quickly to avoid business disruptions.

Topics will include:

- * Integrating DRaaS into business practices and priorities
- * Exercise Techniques to ensure your recoverability, and more importantly, your customer's data
 - * DRaaS Risk and Compliance
- * How to sell the advantages of DRaaS to your leadership

[Register Here](#)

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Disaster Relief Team

We still 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 (need 1 alternate)
- Communications Lead (need 1 individual)
- Dispatch Lead (need 1 individual)
- Logistics Lead (need 1 individual)
- Volunteer Food Lead (need 2 individuals)
- Lodging Lead (need 1 individual)

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? ***Thank you to those who have already volunteered to be on our Task Force.***



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!

REGISTRATION CLOSES: February 14th

[View Current Registration List](#)

Share this flyer with your Market Centers!

[Family Reunion Flyer](#)

Family Reunion Regional Panelist Review

Please review the below document, and let us know if you or your associate are part of a panel not listed.

[Maryland/DC Family Reunion Panelists](#)

Family Reunion Leadership Breakout Sessions

Work with your leadership team to plan your Family Reunion strategy!

[Leadership Breakout Sessions](#)

January Red Report



Red Report: January 2018

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

[Register Here](#)

**Regional Win with Sellers Workshop
with Mark Ramsey
April 3rd-4th**
[Regional Win with Sellers Workshop](#)

[Register Here](#)

Leadership Focus Video-Market Share Appointments



The fastest way for your market center to grow MARKET SHARE is to attract agents with listings. Learn how to do it and the leadership opportunity Market Share appointments provides in this episode of Leadership Focus.

[Watch Video](#)

MCA Reminder:

GI Tools are due on the 10th each month. Since the 10th of this month is a Saturday, you can submit your GI Tools on Monday, February 12th.

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****

2018 CGI Goals

Regional Goal: 100% by Family Reunion

2018 AGENT GOALS		
Maryland and D.C.	Agents with 2018 Goals	%
Annapolis	140	100.00%
Pikesville	351	99.72%
Towson	219	99.55%
Upper Marlboro	494	99.20%
Greater Frederick	110	99.10%
Crofton	325	98.19%
Bel Air	188	93.07%
Ocean City	71	92.21%
Rockville	154	90.06%
Hagerstown	63	88.73%
Ellicott City	266	84.98%
Upper NW DC	44	83.02%
Bethesda	133	81.60%
Baltimore	202	71.38%
White Marsh	64	49.61%
Washington Capitol Hill	80	27.12%
Greater Howard	37	8.64%
Total	2941	80.36%

As of 2/6

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.

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

Daily Numbers

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

Forward this email

STAY CONNECTED

