

Happy Valentine's Day



MD/DC MCA Regional Call: TODAY at 3:00 PM

KWRI is bringing back Regional MCA call. The first MD/DC Regional webinar will take place today at 3:00 PM with MCA Angel Pam Jones. If you have not already registered, please do so below.

We don't want you to miss out on this presentation as it is designed to help you master your role.

[Register Here](#)

This will continue monthly. Mark your calendars for the next call- March 21st at 2:00 PM.

We look forward to your participation.

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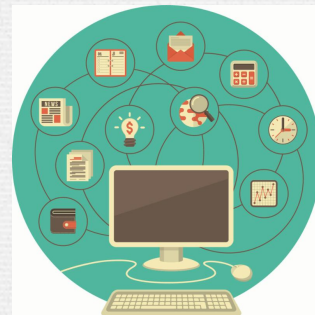
BOLD/IGNITE Tracking

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



At Family Reunion, attend the "Technology in the Market Center" breakout on Saturday at 5:00 pm to hear the latest updates in Market Center Technology, and what's coming next!

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.

Family Reunion 2018- MD/DC Regional Celebration



Join us for an evening of rides, fun, drinks and appetizers as we celebrate your 2017 accomplishments!

Registration Closes Tonight! Your Market Centers tickets will be distributed on Saturday to your Market Center's contact.

[View Current Registration List](#)

Know Before You Go

Be sure to download the app: KW Events 2018 for updates on breakout sessions and locations

Volunteers Needed

Who from your Market Center can help save seats for the Region at the "main" events? Email Dana at dana.akerberg@kwmdc.com by **Thursday end of day**. See below for times.

Saturday, February 17th: Opening Ceremony- Meet at 12:00 pm (event starts at 1:00)

Sunday, February 18th: Vision Speech- Meet at 8:00 am (event starts at 9:00)

Monday, February 19th: State of Your Company- Meet at 8:30 am (event starts at 9:30)

In Case You Missed It... *Cap Management with John Davis*

		1				2				3				4					
		Cap Management for MCF 2018 Full Cappers by Anniversary Month																	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL					
Cap Management Cappers = Expenses	X	X	X	X	X	X	X	X	X	X	X	X	X						
	X	X	X	X	X	X	X	X	X	X	X	X	X						
	X	X	X	X	X	X	X	X	X	X	X	X	X						
	X	X	X	X	X	X	X	X	X	X	X	X	X						
	X	X	X	X				X	X	X									
Winterize your Market Center	X		X																
	X		X																
	X		X																
CURRENT TOTAL	0	8	5	5	4	4	4	5	6	5	1	3	4	55					
GOAL	10	10	10	5	5	5	5	5	5	10	10	10	10	90					
# Needed to reach the Goal	4	2	5	1	1	1	0	(5)	0	9	7	6	6	36					

Get intentional to engineer success for your people, your Market Center, and your family with Cap Management. In this video, President and CEO, John Davis shows you how to analyze your Market Center's Cap Management and Trend tools to build predictable and sustainable prosperity.

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](#)

News Worth Sharing



Keller Williams, has been inducted into the Training Top 10 Hall of Fame.

In 2017 and 2015, Keller Williams was ranked as the number one training and coaching organization across all industries in the world. In 2016 and 2014, KW held the number two spot on the Training Top 125.

Read the full article [here](#).

MCA Reminder: January's GI Tools are due!

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 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	141	100.00%
Pikesville	352	99.44%
Towson	217	98.64%
Crofton	325	98.48%
Upper Marlboro	491	98.40%
Greater Frederick	110	98.21%
Baltimore	276	96.50%
Rockville	164	95.35%
Hagerstown	66	92.96%
Ocean City	71	92.21%
Bel Air	189	92.20%
Upper NW DC	46	86.79%
Ellicott City	266	84.44%
White Marsh	105	81.40%
Bethesda	132	80.00%
Carroll County	27	77.14%
Greater Howard	140	32.63%
Washington Capitol Hill	80	26.94%
Total	3198	90.10%

As of 2/14

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

