



Reminder: Leadership Meeting TOMORROW

WHAT: Regional Leadership Meeting

WHEN: Thursday March 15th.

Breakouts at 11:30am

Lunch 12:30-1pm

General meeting 1pm-4pm

WHERE: Keller Williams
Legacy West, 532 Baltimore Blvd, Westminster, MD
21157



**Next Meeting: April 5th at the Upper NW DC office: 4000
Chesapeake Street NW, Washington, DC 20016

In This Issue

Leadership Meeting

MCA Reminder

Kelle

The Leverage Series

CGI Goals

Regional Win with Sellers

Leadership Week

BOLD Social Media

BOLD/IGNITE Tracking

MCA Reminder: REAL Trends Top Agent Rankings

Keller Williams Realty

International is working directly with REAL Trends in order to streamline the process and ensure that your highest-producing agents and teams receive the recognition they deserve while experiencing minimal interruption to their businesses.



The individuals who qualified have been instructed to speak to you should they have any concerns about the data submitted. To support you, KWRI has created a detailed report for you to access on MyKW. You'll find it here:

myKW.kw.com > Awards > Reports > "Individuals Qualifications Summary" and "Team Qualification Summary"

Additionally:

KWRI does NOT have 2017 production data for agents or teams prior to the date they joined Keller Williams. To ensure that your head-turners and other top recruits are not overlooked, we ask that you check in with all of the high producers in your market center who transferred to KW this past year.

If the transferred agent or team meets the definition and minimum qualification criteria below, please submit their information before **March 20, 2018**, using the

button below.

- Individuals who closed at least 50 sides OR \$20 million in sales volume in 2017. REAL Trends defines an individual as "An agent who works alone, under a brokerage company, does not share transactions or commissions with other Buyer or Seller agents on their transactions and who may employ unlicensed administrative staff."
- Teams that closed at least 75 sides OR \$30 million in sales volume in 2017. REAL Trends defines all others as teams for the purposes of their study.
- Only residential transactions are counted toward this particular survey. Leases, lots and commercial transactions are excluded.

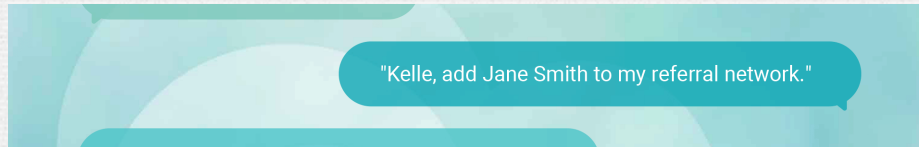
[Submit Qualifying Transfers Here](#)

Contact awards@kw.com with any questions.

Have you downloaded Kelle yet?

[Download for iPhone](#)

[Download for Android](#)



We need your leadership to help drive even more engagement and adoption of Kelle. While most of what you ask she won't understand - by testing and providing feedback, you're helping her get smarter every day! The Labs process only works when you and your associates tell us how to improve, so use Kelle's feedback button as much as possible.

After all, you are a education, training, coaching, consulting, recruiting AND technology company for your people. You don't accept the status quo and you go where others won't because it's always FOR your people!

[Learn More Here](#)

The Leverage Series

Join Seth Campbell of Five Doors Network for our March Leverage Series: Career Visioning, 30.60.90/Success Through Others.

Talent is the most important investment for your business.

The Leverage Series is a curriculum of powerful courses designed to empower you to identify, develop and lead your talent bench.

March 27th-29th

KW Flagship of MD
231 Najdes Road
Millersville, MD 21108

[Download Flyer Here](#)

[Register Here](#)

[View Current Registration List](#)



Reminder: Agent CGI Goals

The Regional expectation is 100% by March 31st.

Regional Win with Sellers

As requested by our Regional ALC we are hosting a special two-day workshop with Mark Ramsey!

Create clients for life by providing an excellent customer experience, for your sellers and the buyers you meet while servicing your sellers.

April 3rd-4th

KW Flagship of MD
231 Najoles Road
Millersville, MD 21108

[Download Flyer Here](#)

[Register Here](#)

[View Current Registration List](#)



Leadership Week 2018

On April 12th-13th Georgia Alpizar will be teaching a combined **Recruiting Great Agents/Growth Through Value** class with a special **Growth Initiative Workshop**. Georgia has customized this class to be valuable for your whole leadership team.

[Register Here](#)

[Download Flyer](#)



On April 26th-27th, the great Gene Rivers will be teaching **Operating Principal Boot Camp**. Day One will be 9:00-5:00, and Day Two will be 9:00-12:00.

[Register Here](#)

[Download Flyer](#)

We look forward to your Market Center's participation in these valuable leadership events!

BOLD Social Media Suite

Download this social media graphics suite and share with your sphere that you're attending **BOLD!**

[Download Here](#)



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

