



Reminder: Leadership Meeting Next Week

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: 4646 40th
Street NW Washington DC 20016

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February's Red Report

The Red Report is your source for all the need-to-know numbers, resources and tools you need to tell your story and grow your business!

View February's Red Report Interactive PDF [Here](#)



Have you downloaded Kelle yet?

[Download for iPhone](#)

[Download for Android](#)

"Kelle, add Jane Smith to my referral network."

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 Najoles Road
Millersville, MD 21108

[Download Flyer Here](#)

[Register Here](#)



Reminder: GI Tools Due March 10th

Please use this [checklist](#) to ensure you are submitting all of the needed reports.

Regional Win with Sellers

As requested by our 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](#)

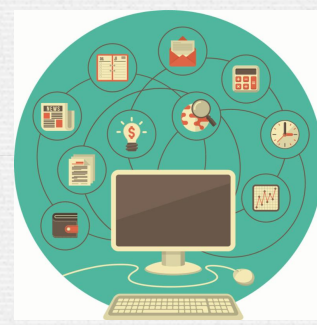


CloudMORE Listings

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

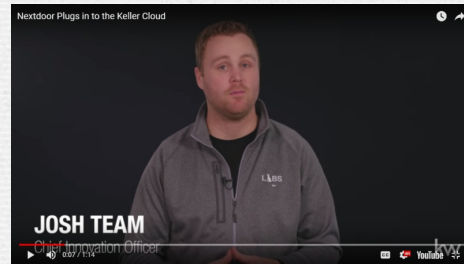


Did you know that during the month of November, CloudMORE Listings saved 53 Market Centers 9,060 minutes...or 151 hours...or 6.29 days in data entry? This is just the first step in moving WinMORE to the Cloud and increase our Market Center efficiency.

News Worth Sharing

Nextdoor Is Plugging Into the Keller Cloud!

One of the first to raise their hands, Nextdoor is bringing their hyperlocal neighborhood insights to the table through the Labs process. Hear more from CIO Josh Team [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

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