



## **Regional Win with Sellers**

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

***Less than one week away!!***

April 3rd-4th  
KW Flagship of MD  
231 Najoles Road  
Millersville, MD 21108

[Register Here](#)

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## **Reminder: Regional Leadership Meeting- April 5th**

Where: KWCP Upper NW DC Market Center  
4000 Chesapeake Street NW, Washington, DC 20016  
When: April 5th- 12:00 PM-3:00 PM

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## 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!**

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**Red Day 2018 is just around the corner!**

We cannot wait to hear what your Market Centers are planning for this year's Red Day. Please fill out the document below with your 2018 Red Day information.

**[MD/DC Red Day Document \(Edit Here\)](#)**

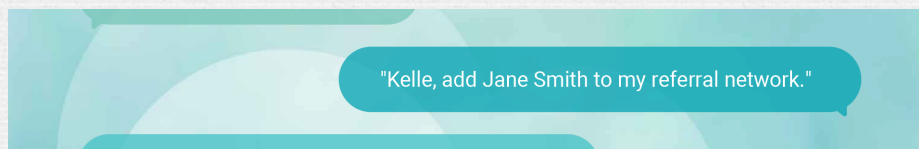
**[Get Red Day Ready Here!](#)**

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**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!

**\*\*Please keep us updated with adoption percentages in your Market Center\*\***



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## **Reminder: Agent CGI Goals**

The Regional expectation is 100% by March 31st.

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### **HOW TO IMPROVE WORKPLACE CONCENTRATION**

*On the blog*

A limited attention span, restlessness and distractibility are all signs that you are not being your most effective at work. But the good news is that there is something you can do about it. These following do-it-yourself tasks will help you to improve not only your concentration but the total effectiveness of your entire workday. Are you ready to get more done in less time?



[Read More Here](#)

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### **KW MAPS Spring Masterminds** April 17-19, 2018

National Harbor, MD /  
Washington D.C.  
Gaylord National  
Resort & Convention  
Center



[Register Today](#)

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### **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!](#)

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[Forward this email](#)

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