

July 2008

One Old Country Road
Suite 282
Carle Place, NY 11514
Phone: 516.873.7100
Fax: 516.294.7263
Esther Choi, Team Leader



Happy Birthday!

- Morty Bernstein 7/1
- Iftikhar Hag 7/6
- Osborn Diane 7/7
- Joseph Ditta 7/8
- Doris Goldman 7/9
- Venus Diaz 7/12
- Lynn Zee 7/13
- Shaun McGee 7/16
- Glenn Cayme 7/20
- Julie Ahn 7/21
- Angela Tassano 7/23
- John Murphy 7/29

Happy Anniversary!

- Ying Chen
- Eillen Collini
- Aamir Hussain
- Albert Nazarian



Unless otherwise noted,
classes are FREE!

RSVP for all classes & caravans to
Anabel (516) 873-7100 or
acastellanos@kw.com
Or Register at the Virtual Office!

Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5
	KW Way 3-5	Sale Simulator 11-12		Independence Day Office Closed 	Office Closed
7	8	9	10	11	12
Blogging 11-12	KW Way 3-5 Steve Harney Seminar Farmingdale Multiplex 9:30-12	36:12:3 33 Touch Workshop 1-3	Business Meeting 10-11:30 In House Caravan 12-2		Camp 4:4:3 MPS1 Lead Generation w/ Shaun Rice 10-1 Orientation 10-12
14	15	16	17	18	19
	Buyer Broker w/ Penelope Zannikos 12-1 KW Way 3-5	MEGA CAMP 11-12 Design your Website w/ Shaun Rice 1-2:30	ALC Meeting 12-1		Camp 4:4:3 Productivity Meeting 10-1
21	22	23	24	25	26
	KW Way 3-5	Mortgage 101 w/ Jason Marcus 1-2:30	Business Meeting 10-11:30 Caravan 12-2		Camp 4:4:3 MPS2 Working w/ Buyers 10-1 Orientation 10-12
28	29	30	31		
Pricing w/ Tony Tronto 11-12	KW Way 3-5	<p>Classes are color coded by production level</p> <p>Black– All Agents</p> <p>Green– Free Maps Coaching Calls Blue– Launch Agents (0-25,000 GT)</p> <p>Red– Required for New Agents Purple- Growth Agents (25,000-75,000)</p>			

Description of July Business Development Classes

Market Center Meetings

ALC Meeting - Monthly meeting of the Agent Leadership Council. The purpose is to guarantee our associates a vehicle for giving direct input about the operation of Keller Williams. The ALC assist in setting annual Market Center goals and plans - and take an active part in helping the Market Center achieve these goals. They are also a forum for the creation of all Market Center policies, guidelines & procedures.

Business Meeting & Tour - Bi-monthly Market Center sales meeting. Hear industry news, local market updates, sales updates, share buyers' wants & needs, and new listings.

Orientation - Bi-monthly orientation to Keller Williams and the Market Center for new associates. Learn all you need to know to get started in Keller Williams Realty: Office Policy & Procedures, How to use the voice-mail, training calendars, intranet, etc. Learn how to get the most out of KW.com and the Market Center Intranet: use e-cards for prospecting, develop your personal website, download & customize marketing materials, and much more.

KW Way - Learn the Keller Williams model, what the company is all about, and all the benefits that it provides.

Caravan - Join a capper and explore local inventory. Learn what to look for when previewing homes from the best!

To Improve Your Lead Generation

Camp 4:4:3 MPS1 - Lead Generation - Introduction to the models and system used throughout the 4:4:3 classes. Learn the basics of lead generations and start implementing to grow your prospects every day. Classes at KW Great Nas-sau location.

Camp 4:4:3 Productivity Meetings - Interactive and productive meeting where you will review class assignments, role play scripts and actively prospect to your sphere of influence.

36:12:3 - 33 Touch Workshop - Intensive workshop to formulate ideas on developing a customized 33 touch and implementing it with accountability for profit for all attendees.

To Improve Your Sellers Skills

Pricing - Pricing is the key! - Learn how to price your listings in today's market.

To Improve Your Buyers Skills

Camp 4:4:3 MPS2 - Working with Buyers - Steps mastery of the Buyer Consultation (including working with the Exclusive Buyer Brokerage Form) and a customer service minded view of finding a home for your Buyers.

Buyer Brokerage - Learn about the Buyer Brokerage form - how to fill it out, how to present it - and why should try to obtain Buyer Brokerage with all your buyers.

Miscellaneous

Design Your Website - Learn how to make the most of your KW website. Plan and design the layout of your 65 pages and learn "hands on" how to make it come to life online and get users to view it. Bring your laptops (*not required*).

Steve Harney Seminar - Learn to differentiate yourself from your competitors in today's market.

Location: Farmingdale Multiplex Theatre - 1001 Broad-hollow Rd., Farmingdale, NY 11735

Session: 9:30-12pm

Price: FREE

Free MAPS Coaching

Register for these free teleconference coaching call at <https://secure.ke.com.kwu/content/mapsfreecallshedule.jsp>

Sales Simulator - Recruit the right new talent into your market center.

Blogging - Learn how to increase leads and income from Blogging.

MEGA CAMP - Mega Camp will change your life. Dianna will show you how!

TeleClasses

Millionaire Mondays - Every Monday afternoon, Millionaire Systems interviews professionals who are building their businesses using the systems and models presented in the *Millionaire Real Estate Investor* and the *Millionaire Real Estate Agent* books.

Wealth Building Wednesdays - Designed to give you a better understanding of the opportunities at Keller Williams. In the weekly interviews, KW family members share their experiences and give us a glimpse of what they have done to become a wealth builder.

