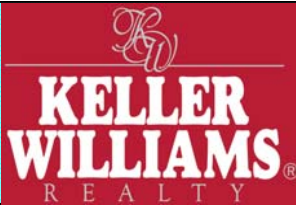



www.KWNYhomes.com  
www.QueensNYrentals.com  
www.KWconnect.com

# Bayside Events & Training Calendar

## April 2011

32-55 Francis  
Lewis Blvd.  
Flushing, NY 11358  
Office 718.475.2700  
Fax 718.475.2986



Mon	Tue	Wed	Thu	Fri
<p><b>MLS Training needs to be registered in advanced</b> <b>Call LIBOR at 631-661-4800 x21</b></p>	<p><i>Recruit Select in White Plains</i> <i>April 26th &amp; 27th</i> <i>9—5pm</i></p>			<p>1 12 CAMP 4:4:3 Accountability</p>
<p>4 10:00 New Agent Training—Laura 12 CAMP 4:4:3 - Helen Keit 9 &amp; 10 -Listing Consultation 4:11—411 Meet</p>	<p>5 12 CAMP 4:4:3 - JoAnn Ferrari 11-Responding to Listing Objections 12-Selling a Home</p>	<p>6 10 Property Shark Training 11 Productivity Coaching - Joe 12 CAMP 4:4:3 - Laura Tisei 13-Open Houses / 14-FSBO's 6pm e-Edge Training - Dave Legaz Activating eEdge &amp; eEdge set-up</p>	<p>7 11:00 Office Meeting 12:30 Profit Share</p>	<p>8 11:00 Agent Mastermind (up to \$5 million in closed sales volume) 1:00 Building Your Website - George</p>
<p>11 10:00 New Agent Q &amp; A—Laura 2pm e-Edge Training - George My Leads &amp; My Contacts 4:11—411 Meet</p>	<p>12 11:00 SONYMA—Matt Adessa 12 CAMP 4:4:3 - Eddie Lee 15-Exp &amp; WD / 16-Prop. To Farm</p>	<p>13 10:00 ALC Meeting 12 CAMP 4:4:3 - Holly Park 17-Making, Recv. &amp; Neg Offers/18-Closing 6pm e-Edge Training - Dave Legaz My Email &amp; My Marketing</p>	<p>14 11:00 Committee's Mtg. 2:00 MC Orientation—Laura 6pm JH - Homebuyer Seminar</p>	<p>15 11:00 Q&amp;A in Chinese by Alex 12 CAMP 4:4:3 Accountability</p>
<p>18 1:00 Intranet 101—George 4:11—411 Meet</p>	<p>19 12:00 Bullet Proofing Your Transaction Panel Attorney, Lender, Title Co., Inspector</p>	<p>20 10 Productivity Coaching - Joe 11 Learn about Rentals - Beatriz 6pm e-Edge Training - Dave Legaz Activating eEdge &amp; eEdge set-up</p>	<p>21 11:00 Office Meeting 12:30 New Agents—Welcome Aboard Lunch with Sunny Chi—intro to Wells Fargo</p>	<p>22 <b>Office Closed Good Friday</b></p>
<p>25 12:30 Lunch &amp; Learn - Dawn Cameron 2pm e-Edge Training - George My Leads &amp; My Contacts 4:11—411 Meet</p>	<p>26 11 Profit Share in Bayside With Shanan Steere - MAPS Coach 2pm Team Building in Jacks. Hgts. With Shanan Steere - MAPS Coach</p>	<p>27 Recruit Select in White Plains 2:00 MC Orientation—Laura 6pm e-Edge Training - Dave Legaz My Email &amp; My Marketing</p>	<p>28  Wine Down 5pm-7pm</p>	<p>29 12 CAMP 4:4:3 Accountability</p>



# CLASS INFORMATION

**CAMP 4:4:3**—ALL AGENTS—Be accountability, learn about a listing consultation, responding to objections, open houses FSBO's and more.

**Welcome Aboard Lunch**—NEW AGENTS—Sunny Chi leads this with learning what to expect and what you need to know about mortgages.

**New Agent Training**—NEW AGENTS—This is a must for all new agents. Learn how to do paper work, open houses, and more.

**Intranet 101**—NEW AGENTS—Learn how to get around in the KW websites.

**Website Training**—NEW AGENTS—Learn how to do your website. There are lots of templates to help you.

**New Agent Welcome**—NEW AGENTS—Join Sunny Chu while she teaches you how to work with Wells Fargo.

**Learn about Rentals**—ALL AGENTS—Learn the ins and outs of the rental business.

**Committee Meeting**—ALL AGENTS—Do you have an idea for an event, a class, etc.

**Bullet Proofing Your Transaction**—ALL AGENTS—There will be a vendor panel consisting of Mortgage Lenders, Title, Attorney and Inspectors

SEE ATTACHED COPY AT THE FRONT  
DESK FOR YOUR NEEDS

ACCOUNTANTS  
 APPRAISERS  
 ARCHITECTS  
 ATTORNEYS  
 CABLE (Time Warner)  
 CONTRACTORS  
 ELDER LAW ATTORNEYS  
 ELECTRICIANS  
 EXPEDITORS  
 FINANCIAL PLANNER/  
 LONG TERM CARE INSURANCE  
 GIFTS  
 HANDYMAN  
 HOME WARRANTY  
 INSURANCE  
 LOCKSMITH  
 MORTGAGE  
 MOVERS  
 PEST CONTROL  
 PLUMBERS  
 PROMOTIONAL ADVERTISING  
 PROPERTY RESTORATION  
 PROPERTY INSPECTION SERVICE  
 REAL ESTATE MAGAZINE  
 RESTAURANTS  
 TAG SALE  
 TITLE COMPANY

HAPPY BIRTHDAY	
Daniel Kim	4/3
Cecil Wilson	4/4
Muntaz Ali	4/4
Chris Russell	4/6
Chung Ho	4/7
Allison Gambone	4/11
Maribel X. Reyes	4/17
Jong Chul Kim	4/18
Nilda Martinez	4/19
Ryan Walsh	4/19
Joann Ferrari	4/20
Joon Sik Lee	4/20
Janette Shatinsky	4/21
Trudy Hart	4/23
Saifeng Dong	4/23
Nathaniel Wilson	4/24
Maria Gemma Santiago	4/29

HAPPY ANNIVERSARY
Allison Gambone
Amarjit Sarai
Angel Venegas
Babak (Bob) Mehdizadeh
Catalina Echeverry
Gordon Keit
Guo Shi (Danny) Zeng
Helen Keit
Hyun A. (Marianne) Kim
Jai Wook Kim
Jian Qiong (Maggie) Chen
John (Jack) Murphy
Kathleen Murphy
Ken Ye
Ping (Annie) Yang
Rachel Rivera
Ross Keit
Sang Mo (Antonio) Lee
Susan (Guiok) Kim
Tammy Dalton
Thomas Jazylo
Vita Figuccio
Xiao Shi (Helen) Guo

*All guests are welcome in our training and events.*