



people



ideas



lead



envision



grow



succeed

enjoy



share



The Evolution of the Real Estate Industry

Traditional Companies

- Associates are dependent on the company;
- Financial gain is directed primarily to the brokers and the company;
- Associates have fewer opportunity for accumulating wealth

dependent

Keller Williams Realty

- Associates have an interdependent relationship with the company and a mutual interest in success;
- Associates and brokers work as teams in achieving financial goals;
- Associates do not assume financial, legal or management responsibilities

interdependent

100% Companies

- Associates are independent and have landlord/tenant relationship with their company
- Associate –focused environment with limited high-level support
- Associates assume all the financial, legal and management responsibilities

independent

Awards and Honors

Outpacing the Industry



J. D. Powers and Associates - Highest Overall Satisfaction For Home Buyers Among National Full Service Real Estate Firms, Two Years in a Row*

Entrepreneur Magazine- Ranked #1 real estate franchise in the Franchise 500 survey

Swanepoel Trends Report - Most Recognizable Real Estate Franchise for 2009, #1 Industry Trendsetter for 2009

Inc. Magazine - One of the Top 5000 Fastest Growing Private Companies in America, 2009

American Business Awards- Sales Training/Coaching Program of the Year

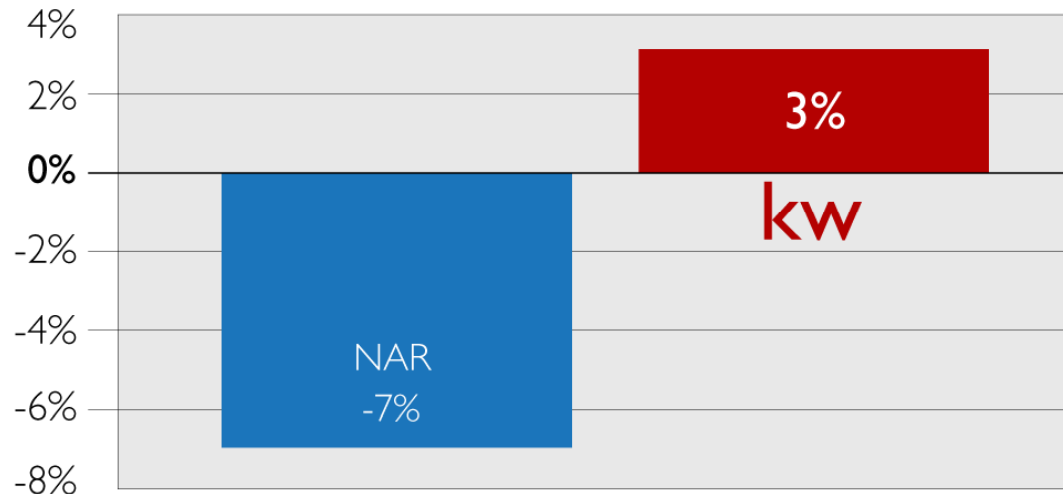
Franchise Times - Top Quartile of Franchise Operations in the U.S., 2009

While others are slowing ... Keller Williams Realty is growing.

In 2009, the National Association of Realtors® saw a 7 percent contraction in its membership from the previous year, while Keller Williams Realty saw growth of 3 percent – to more than 76,000+ associates.

CHANGE IN AGENT COUNT

2008-2009



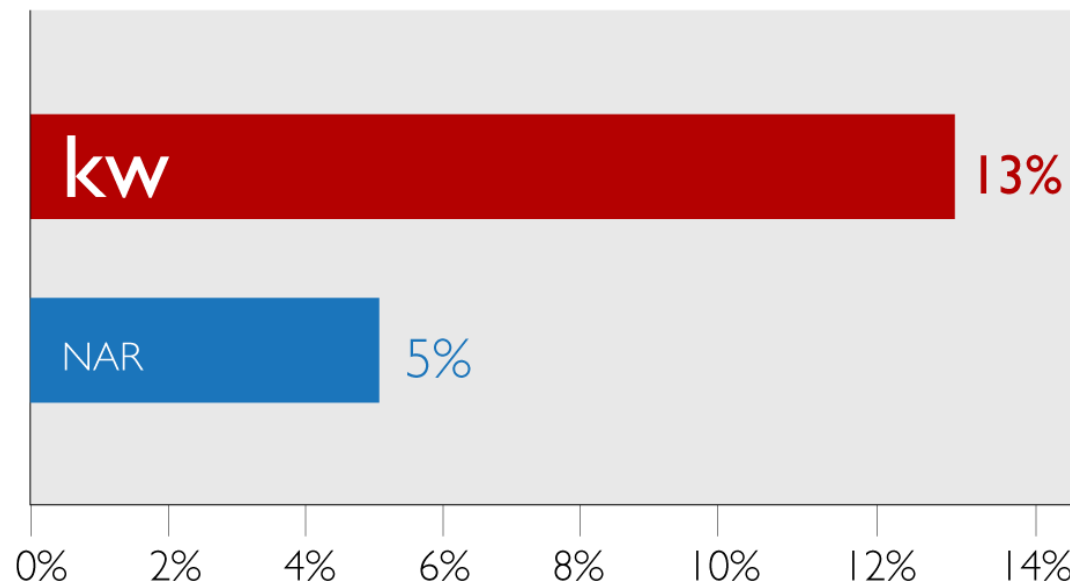
Defying the Downturn

Our agents' businesses are growing

As KW's agent count and productivity continue to rise, Keller Williams agents are closing more units – outpacing the growth of the industry as a whole.

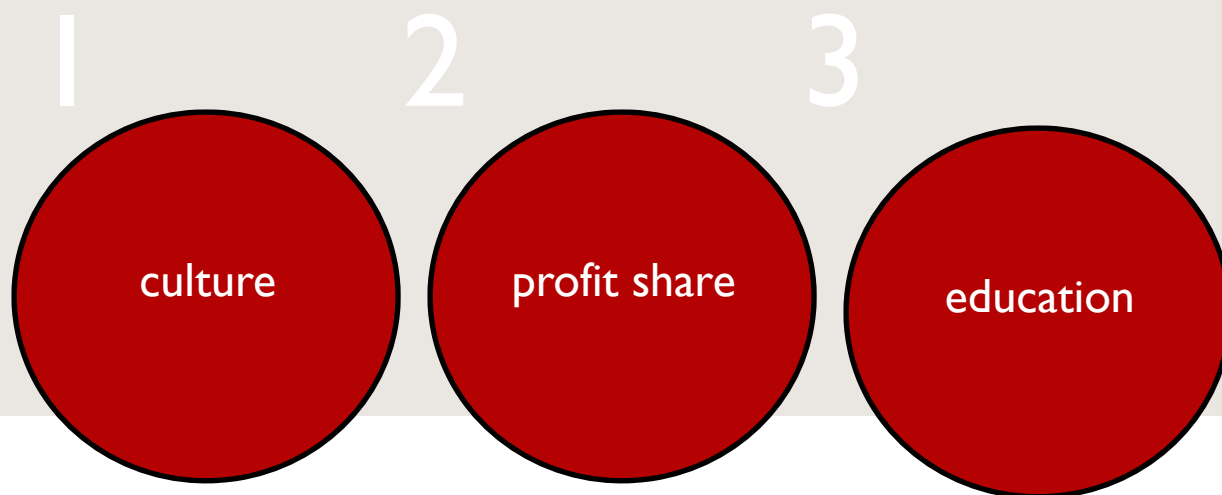
CHANGE IN UNITS CLOSED

2008-2009



Not Your Ordinary Real Estate Company

We like to think we stand out from other real estate firms in many ways, but **THREE** areas in particular define Keller Williams Realty:



Through **Culture**, **Profit Share**, and **Education**, we build the careers of our people. This is an approach that brings our associates the success they want and deserve.

Culture

SHARED VISION



Gary Keller, co-founder and chairman

Mission

To build careers worth having, businesses worth owning and lives worth living.

Vision

To be the real estate company of choice for a new generation of sales associates and real estate owners.

Values

God, family, and then business.



SHARED BELIEFS



Mo Anderson, Vice Chairman



The WI4C2TS Belief System

Win-Win – or no deal

Integrity – do the right thing

Customers – always come first

Commitment – in all things

Communication – seek first to understand

Creativity – ideas before results

Teamwork – together everyone achieves more

Trust – begins with honesty

Success – results through people

SHARED PERSPECTIVE



Mark Willis, CEO

“We believe that real estate is a local business, **driven by individual agents** and their presence within their communities.”

“We believe in **results through people.**”

“We are a company that thinks like a top producer, acts like a trainer-consultant, and **focuses all its activities on service, productivity, and profitability.**”

SHARED DECISION MAKING AND PROFITS



Mary Tennant, President and COO

“The ALC is the heartbeat of the market center – **involved and invested in every decision** that affects our agents.”

“As long as we **listen to our agents and deliver** what they want – they will prosper and so will we.”

Open the Books, Share the Decision Making

At Keller Williams Realty, our books are open to our associates. On a monthly basis the market center financials are reviewed by our Associate Leadership Council (ALC).

There are NO Secrets

Because we are all in business together and we share in the profits of our market center, you'll be able to review the office financials whenever you like.

Budget Accountability

Our ALC takes an active role in the budgeting process and helps our leadership team in making decisions that affect the financials of the office.

Business Accountability

Many of our associates participate in the office financial planning and learn principles they can apply to their own businesses.

kw | PROFIT SHARE

THE POWER OF PASSIVE INCOME



The Power of Passive Income

You could listen to the rumors – or you could profit from the truth.

- The Keller Williams Realty profit share model was designed to reward associates for building the company.
- Your profit share is generated from the owner's profit - it does not come from agent commissions.
- The program allows any Keller Williams Realty associate, affiliate broker, or employee the opportunity to participate in the profits they help generate without assuming any financial risks.
- You are vested after three years, and your profit share can be passed on through generations by willing it to a designee.

Profit sharing dollars may vary — this is not an earnings claim.



Income Beyond Your Commissions

2009 total profit share distributed

\$32.2 Million

Stakeholders with a profit share tree

32,609

Stakeholders receiving profit share

23,456

Numbers are as of year-end, Dec. 2009

Profit sharing dollars may vary — this is not an earnings claim.

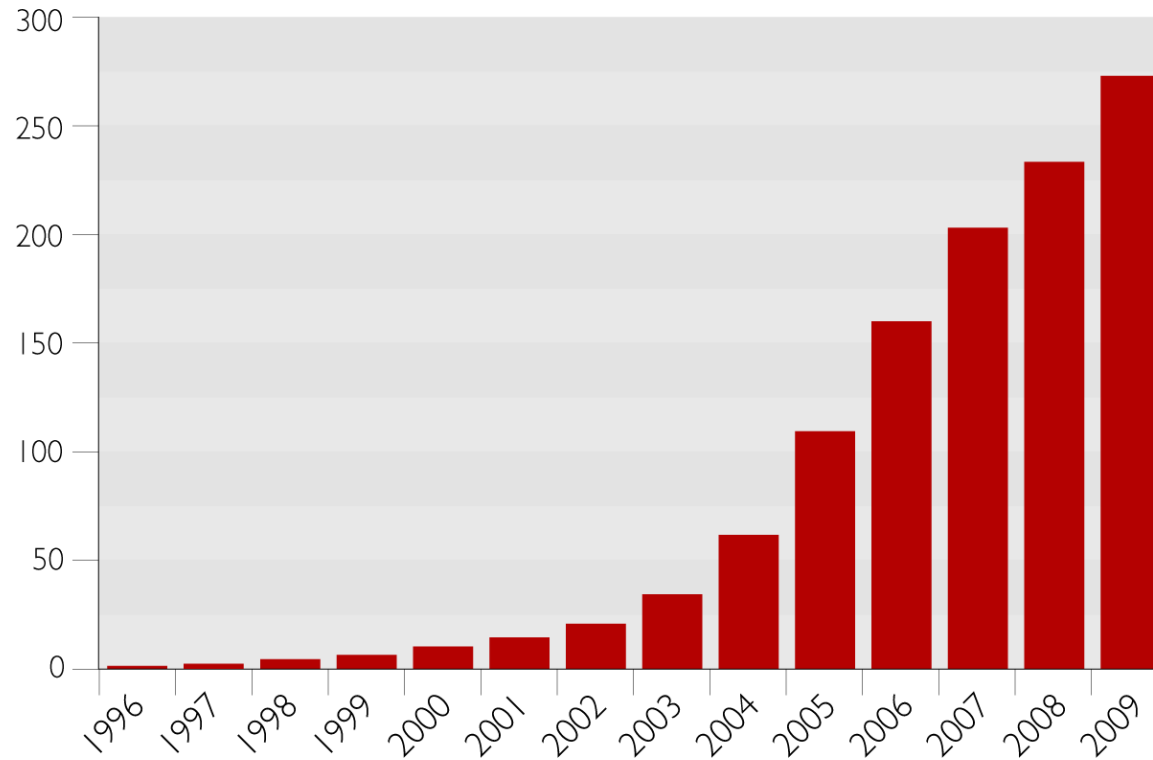


Profit Share

Income Beyond Your Commissions

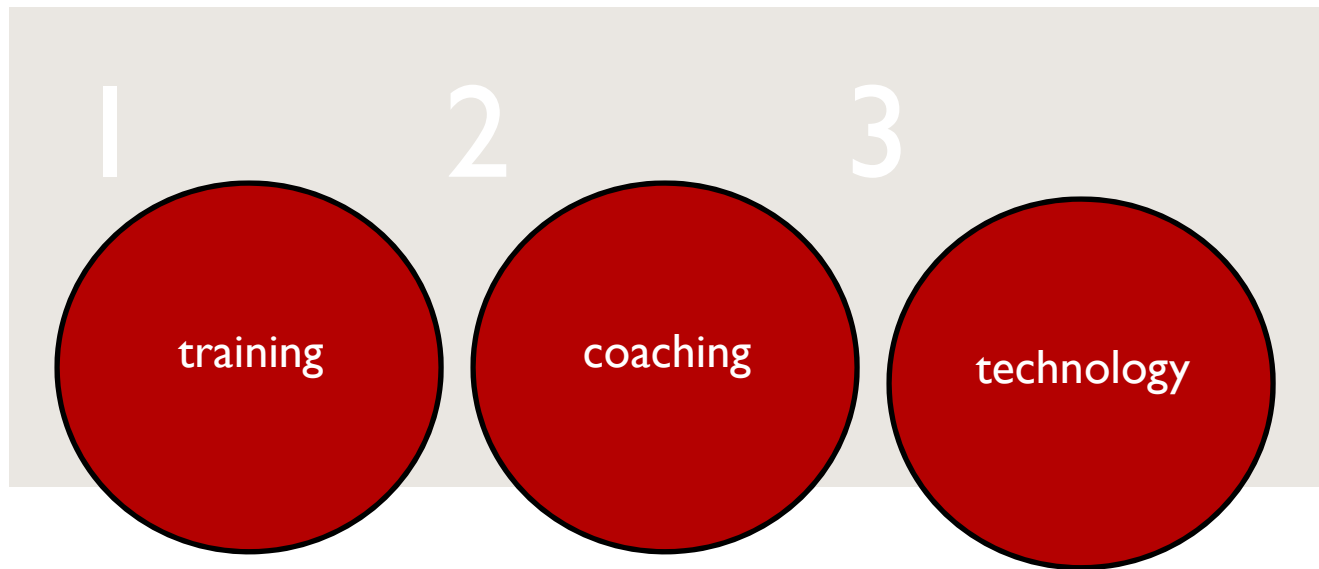
KW PROFIT SHARE

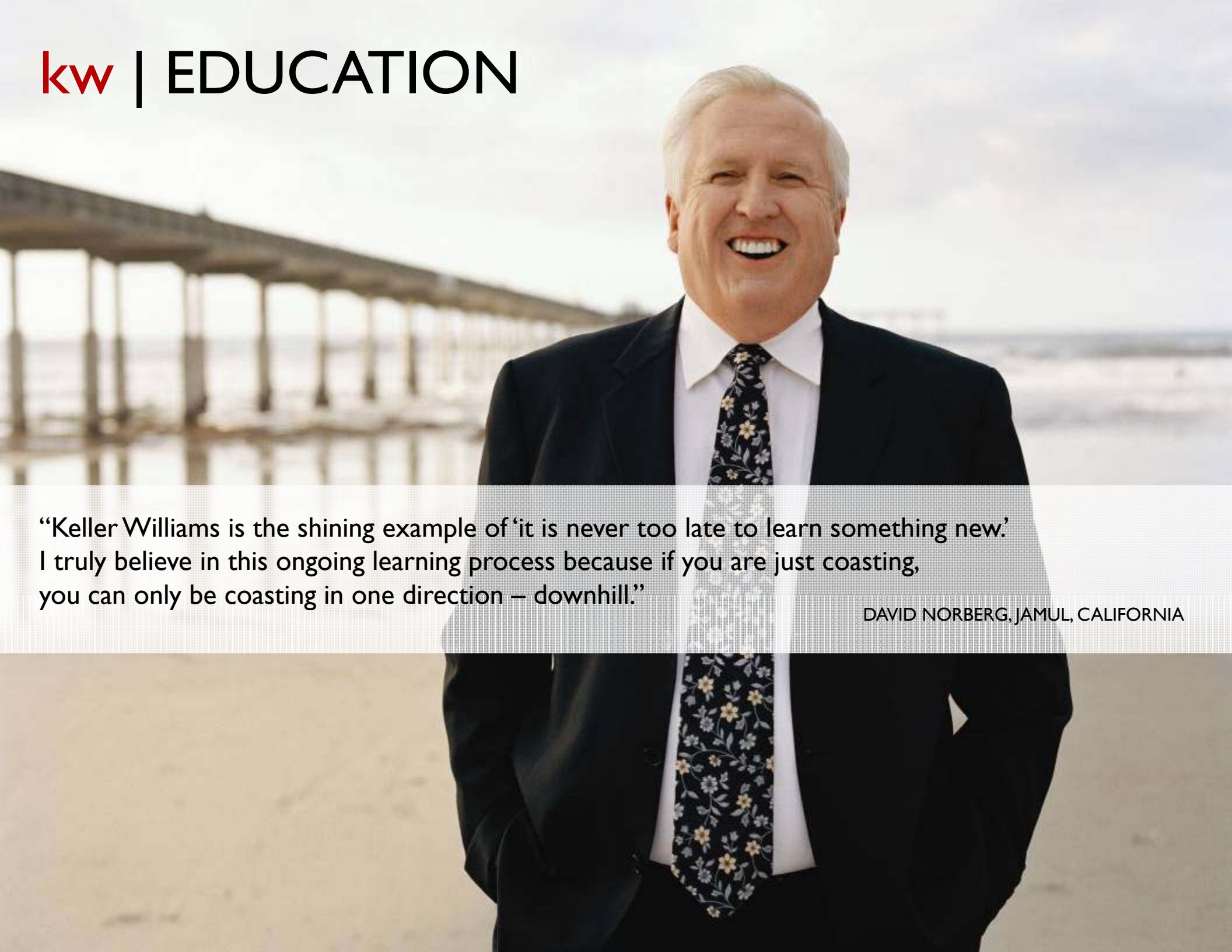
'96-'09 in Millions



Discover our Difference

We believe that Keller Williams Realty can offer you an unprecedented opportunity, with training, coaching and technology that lead the way in the industry.



A middle-aged man with white hair, wearing a dark suit, white shirt, and a patterned tie, is smiling broadly. He is standing on a sandy beach. In the background, there is a long wooden pier extending into the ocean under a cloudy sky.

“Keller Williams is the shining example of ‘it is never too late to learn something new.’ I truly believe in this ongoing learning process because if you are just coasting, you can only be coasting in one direction – downhill.”

DAVID NORBERG, JAMUL, CALIFORNIA

Training

An Opportunity to Learn and Grow – Every Day

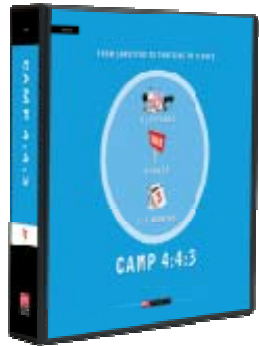


“We are a training and coaching company – that just happens to be in the business of real estate.”

- Gary Keller

More than 60 KWU courses are downloadable from the KWU Website at no cost to our associates throughout 2010.





CAMP 4:4:3

Designed to get you four listings and four sales within three months, CAMP 4:4:3 will launch any career.



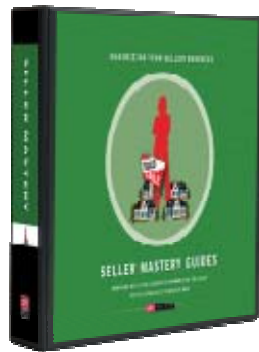
Lead Generation 36:12:3

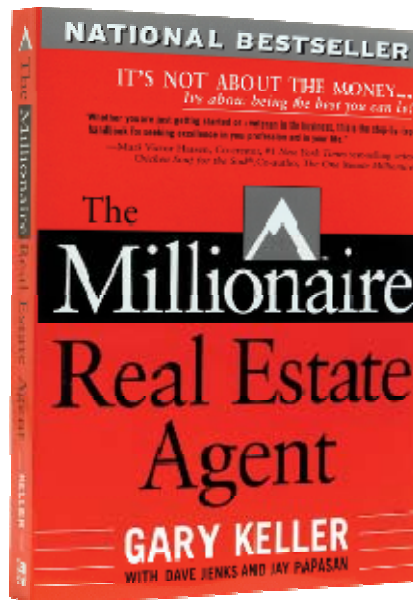
Lead Generation 36:12:3 teaches you the disciplines and habits you need to close 36 transactions in 12 months by focusing on 3 hours a day of lead generation.



Buyer Mastery and Seller Mastery

These two courses teach you the tactics of top producers on the both sides of the transaction.





The Millionaire Real Estate Agent

Do you ever ask yourself, “How do I, as a real estate salesperson, net \$1 million a year?” Gary Keller’s nationally best-selling real estate career guide shows you how it’s done.

The MREA Curriculum

The complete MREA Curriculum drills down on the models of MREA, giving you and your team the steps, scripts and systems to take you business to the 7th level.





SHIFT: How Top Real Estate Agents Tackle Tough Times

Shifts happen.

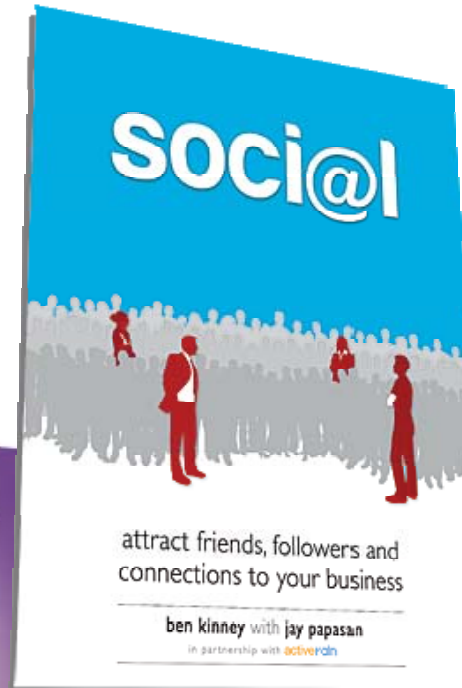
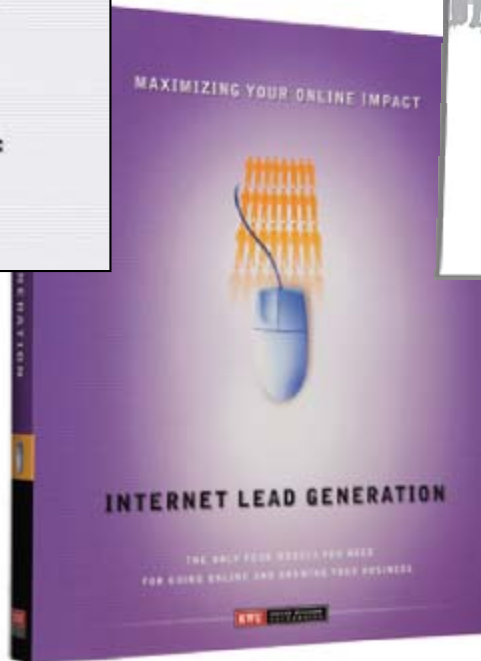
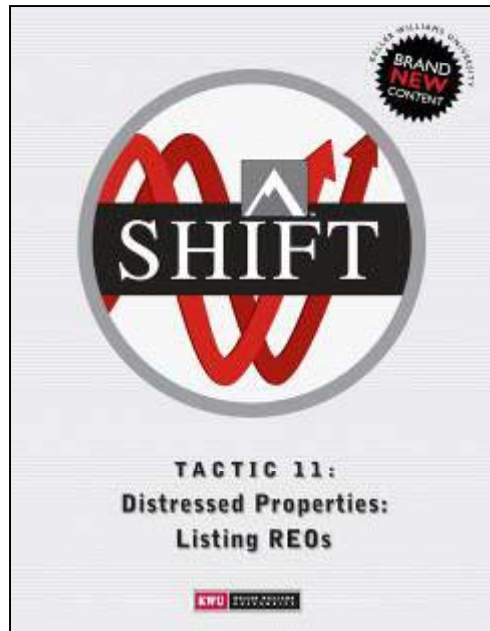
Markets shift and so can you. Both transform your business and your life. In Gary Keller's third national best-seller, you will learn the 12 proven tactics that will power your business forward – no matter the market.

The *SHIFT* Curriculum

Each course of the *SHIFT* curriculum drills down on the 12 tactics of *SHIFT*. Each one contains advice and lessons learned from agents who are not only surviving, but thriving and growing their businesses in some of the toughest markets across the country.



Innovation and Market of the Moment



On Demand Learning – Available 24/7

The screenshot displays the KWConnect website interface, which is a platform for on-demand learning. The top navigation bar includes links for Home, Online Training, Channels, and Topics, along with a search bar. A prominent banner features the text "Teaser - KWConnect 2.0" and "watch it on KWConnect". Below this, there's a section for "Online Training" with categories for AGENTS, MCAS, and TEAM LEADERS, each accompanied by a small video thumbnail. A "What's New" section lists recent updates like "Power Hour Introduction" and "Seller Pricing Strategies". A login section is also visible with fields for username and password. The main content area highlights "Agent Mountain with Gary Keller" and features a "New Releases" section with a featured video titled "How to Structure Your Mornings So Your Afternoons Are Free" by Tony Moore. Below this, there are sections for "Featured Audio" and "Featured Video" with various content items. At the bottom, there are sections for "In the Spotlight" and "Recently Viewed Sessions".



Training

Family Reunion – Our Main Event




The mostly highly-attended private real estate franchise event in the industry!

Today's market requires new thinking. This four-day companywide annual convention prepares you for mastering the current market with more than 150 breakout sessions taught by the best in the business.

**Anaheim, Calif.
February 19-23, 2011**



MAPS | COACHING



“We absolutely hold the key to greatness in our hands; it’s a conscious choice. MAPS is here to hold you accountable to making that happen.”

DIANNA KOKOSZKA, PRESIDENT OF MAPS COACHING

Coaching

MAPS lives in Keller Williams Realty



One-on-One Coaching



MAPS Coaching's award-winning Mastery program offers personalized coaching, business planning, and high-level accountability for those committed to growing their business and income as swiftly as possible, no matter the market.



Similar in design to our Mastery Coaching, Breakthrough Coaching offers personalized coaching on a bi-weekly schedule at a lower price with the goal of quickly accelerating you into the Mastery program.

Group Coaching

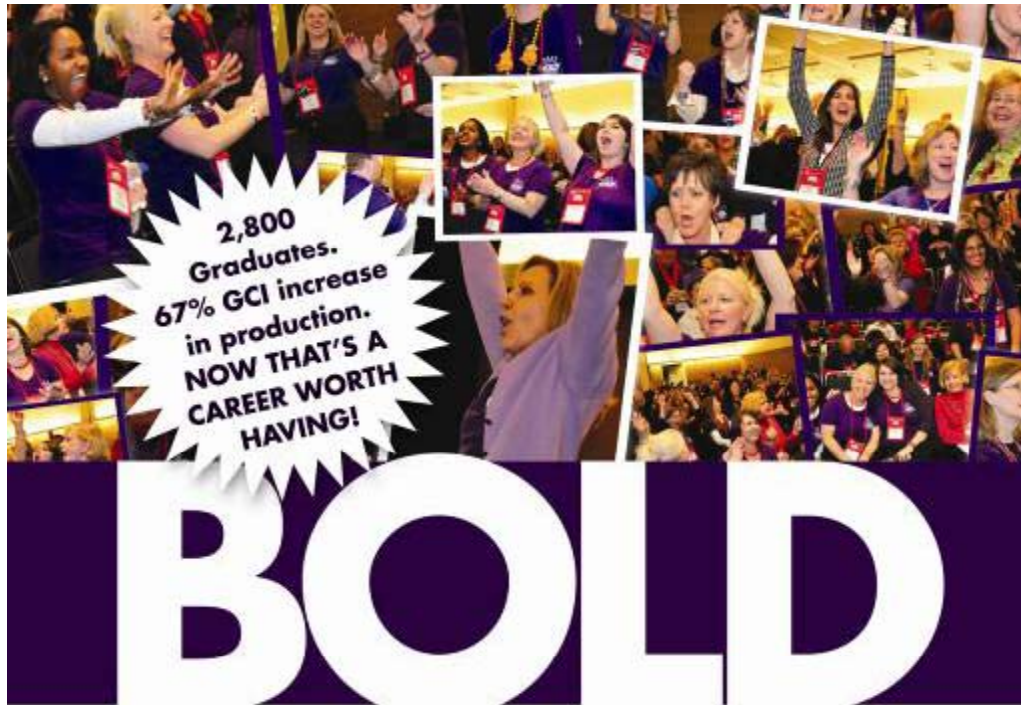


Our Fast Track programs give you exclusive access to improve your business in specific areas – from developing the right mindset to mastering language patterns to taking and servicing REO and short sale listings.



Coaching

BOLD *Business Objective: A Life by Design*



BOLD FACTS:

- BOLD participants average 9.3 contracts during the 7 weeks of the course.
- The cumulative GCI of BOLD participants was 67 percent (or \$12 million greater!) in the 4th quarter of 2009 than in the same quarter of 2008!



Written by **MAPS President, Dianna Kokoszka**, BOLD includes the mindset, skills and scripts that have propelled Kokoszka's own million-dollar real estate career and secured her place as the industry's "Queen of Systems and Scripts."



Coaching

MAPS Signature Events



2010 Mega Camp
September 13-16, 2010
Austin, Texas

Mega Camp is the place where the top-producers gather hear the latest insights, trends and skill they need to succeed from Gary Keller and special guests and network with the best!



2010 Masterminds
Austin, Texas

Session 1 – April 12-16
Session 2 – September 13-16
Session 3 – November 15-18

With a focus on collaboration and learning from each other's "been-there-done-that" wisdom, Masterminds puts you an all-day brainstorming session with top-producing agents and leaders!





The **My Listings, My Leads** Philosophy

You work hard to get your listings, so in our book, you deserve every lead that comes from them. Our entire online lead generation system is built around this philosophy.

The eAgentC Mission

- Protect and develop your position in an increasingly technology-driven industry
- Provide relevant technology research, training, and consulting for all KW associates
- Advance your career and profit by delivering powerful Internet tools
- Pool our resources to bring you better tools with more ROI than you could get individually

Technology

Only \$10 brings you a suite of tools



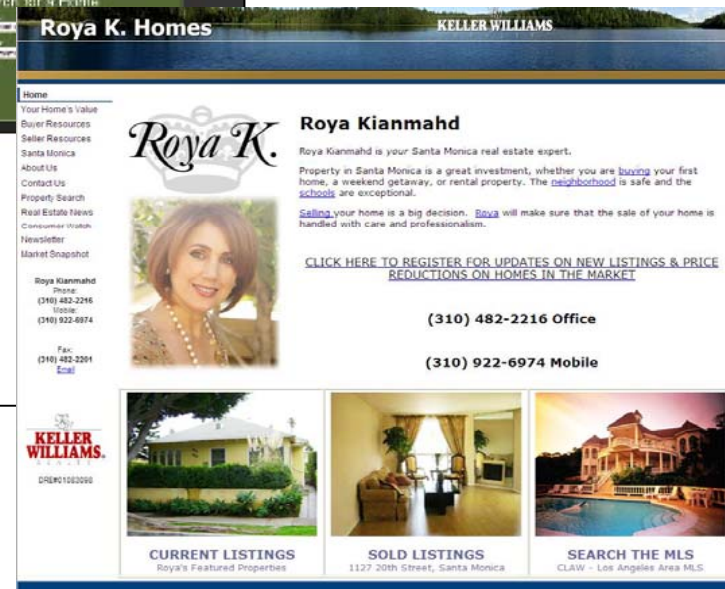
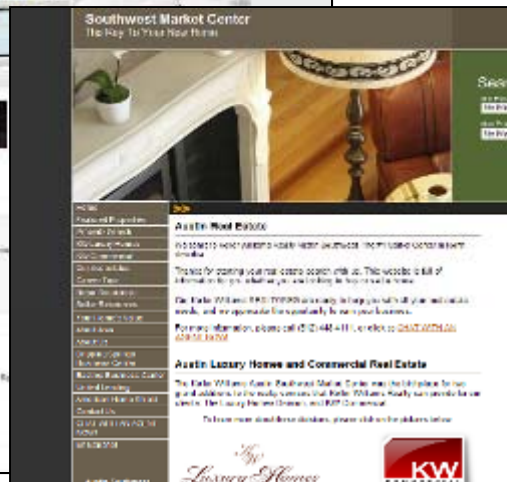
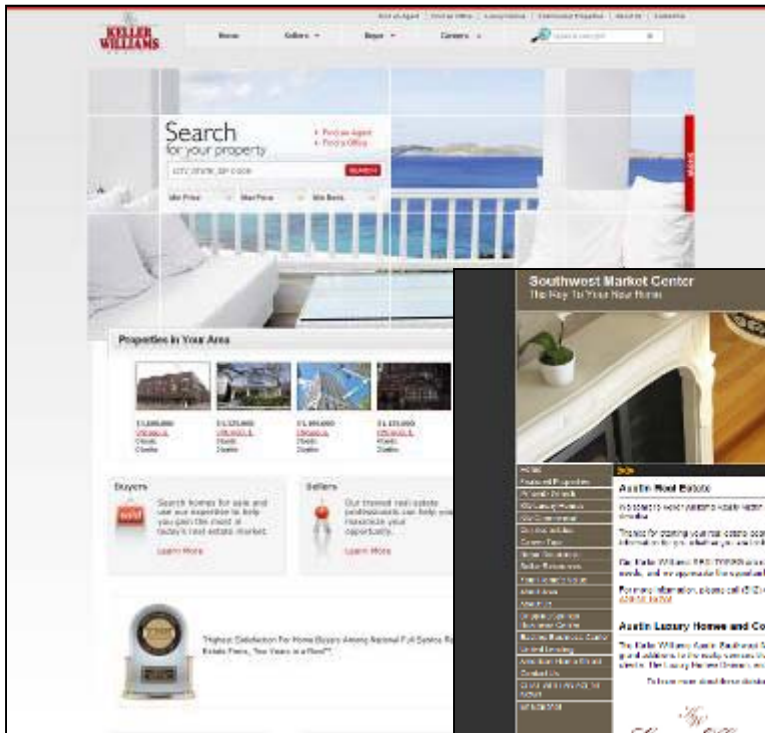
Technology

76,000+ ways to find buyers and market your listings



Our lead generation network exposes your listings to more consumers than any other real estate company – and every lead comes back to you.

kw.com gives consumers access to search more than 4.7 million listings (including yours) -- more than any other national real estate Website!



Office sites

Your site





Proprietary Listings Database and Full IDX

Our proprietary listing database, the Keller Williams Listing System, or KWLS, markets your listings online – 24/7. And all the leads come back to you.

Roya K. Homes KELLER WILLIAMS

Home

- Your Home's Value
- Buyer Resources
- Seller Resources
- Santa Monica
- About Us
- Contact Us
- Property Search
- Real Estate News
- Consumer Watch
- Newsletter
- Market Snapshot

Roya Kianmahd

Roya Kianmahd is your Santa Monica real estate expert.

Property in Santa Monica is a great investment, whether you are buying a home, a weekend getaway, or rental property. The neighborhood schools are exceptional.

[Selling](#) your home is a big decision. [Roya](#) will make sure that the sale is handled with care and professionalism.

[CLICK HERE TO REGISTER FOR UPDATES ON NEW LISTINGS AND REDUCTIONS ON HOMES IN THE MARKET](#)

(310) 482-2216 Office

(310) 922-6974

CURRENT LISTINGS
Roya's Featured Properties

SOLD LISTINGS
1127 20th Street, Santa Monica

KELLER WILLIAMS REALTY DRE#01083098

Search Tools New Search Favorites Home Club Recently Viewed Recent Searches Login

Search Results Sort By Price | Location | Sq. Ft.

492 listings match your criteria
Listing 1-0 of 492

Find Me When New Listings Match This Search

Refine Search View results as list

Property Features

Price Range: From [] To [\$1,000,000.00]

Style: [] Bath: []

Sq. Ft. Min: [] Sq. Ft. Max: []

Property Types:

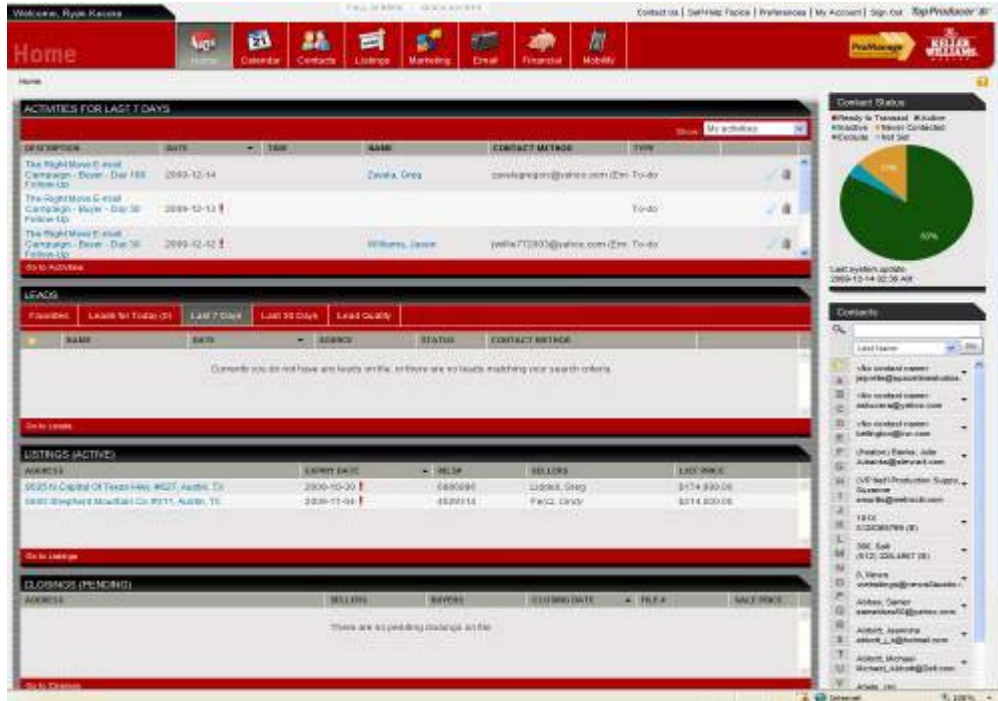
- Single Family
- Condo
- Townhouse
- Duplex/Trip...
- Mobile Home
- Multi Family
- Residential...
- Lot
- Agricultural...

Listing #	Price	Location	Sq. Ft.	Acres
Listing # 3514337	\$16,300,000	7 bed/10 ba Riviera 2000 Stratford DR	Sq Ft: 10022	Acres: 1.97
Listing # 9182995	\$1,750,000	7 bed/10 ba Riviera 4500 Rockwell RD	Sq Ft: 10002	
Listing # 3771046	\$6,300,000	8 bed/10 ba 10001 Lake Hills 200 Las Lomas	Sq Ft: 2286	Acres: 2.15
Listing # 4240386	\$6,250,000	8 bed/10 ba Riviera 4240 River Garden	Sq Ft: 13074	Acres: 0.20



Contact Management and Marketing

The Keller Williams Realty version of Top Producer® 8i is customized to our company to help automate the models and systems of *The Millionaire Real Estate Agent*



The Keller Williams Health Providers Program

You are more than just an associate with our company, you're a member of our family. That's why we offer multiple options for you and your family's health care.



INDIVIDUAL PLANS

MyFranchise Association and H & H Employee Benefits offer individuals plans for Major Medical Coverage, Limited Medical Coverage, Catastrophic Coverage and Cancer Coverage.

You may enroll in these benefits at any time.



GROUP PLANS

Small Business United (SBU) offers exclusive group health insurance benefits options for all Keller Williams associates.

New associates will be eligible for benefits 60 days after their start date.



Keller Williams Realty is built by agents, for agents.

We're a company that's changing lives.



The next one could be yours...

Find us on:

