

## Mega Camp 2009

### Mega Camp 2009

August 26-29, 2009

Austin Convention Center, Austin, Texas

**So let me ask each one of you as Sales Associates, Team Leaders, MCA's and Operating Partners in the NTXNMM Region . . . can you afford to go or can you not afford to miss Mega Camp 2009?**

**The answer is easy - how does a 655% return on your investment sound?**

As Gary Keller says in SHIFT: How Top Real Estate Agents Tackle Tough Times, "Every dollar spent should return its original amount plus a reasonable profit." **Close one transaction as a result of something you learn at Mega Camp and earn \$5700\*.**

*\*Estimations based on \$190K home price and 3 percent commission rate.*

Registration for Mega Agent Camp	\$199
Travel to Austin	\$240
2 nights hotel accommodation	\$316
Total Investment	\$755

### Mega Agent Camp

Thursday, August 27 - Friday, August 28

The MUST-ATTEND event for top producers wanting more! Join Gary Keller, special guests and top producers from across North America for education, motivation and inspiration.

#### On the Program...

- Lead Generation
- Getting your listings sold
- Buyer Urgency
- What to expect in the market place
- What top agents are doing differently
- Amazing interviews with individuals who have overcome adversity
- Panels of best of the best
- Profit Share

### Mega Leadership Camp

Friday, August 28 - Saturday, August 29

Put your market center on the map! This high powered program is your opportunity to enhance your management and leadership skills.

Join President of MAPS Coaching Dianna Kokoszka with Keller Williams Realty CEO Mark Willis and President Mary Tennant for two high-energy days that will transform your mindset and your management!

#### WI4C2TS

Our Belief System in Action...

##### 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

Starts with honesty

##### Success

Results through people

### Regional Statistics

#### July

Associate Count	3,884
Recruits	137
Closed Volume	\$597,994,901
Closed Units	3,013
Listing Units	2,189
Profit Sharing	\$346,782

(Continued on page 3)

## National CCIM President Joins KW Commercial

Mac McClure, current CCIM President, has joined KW Commercial North Texas New Mexico Memphis. Susan McClure, Mac's wife, and son John McClure, also CCIM designees, have also become our newest KW Commercial Directors. Congratulations to Dick Dillingham and Scott Scribner, Plano market center leadership, for attracting top talent to our commercial division

### Charles A. "Mac" McClure, CCIM

Charles A. (Mac) McClure is the founder and Chairman of McClure Partners, a 35 year old multi-corporation real estate holding company that includes a commercial brokerage, property management, and a development company. He has developed, managed, and underwritten properties in over fifteen states representing over 25 million square feet of office, retail and industrial properties for the largest pension funds and institutions in America, including GE Capital, New York State Teachers Employee Retirement System, the Alaska Permanent Fund, Stanford University Endowment Fund, the Common Fund, CB Richard Ellis Investors and others. He has founded over 28 companies in his career and maintains ownership in 22 of them. He has been involved in the closing of in excess of \$1B of real estate transactions and in the negotiations of over 5 million sq. ft. of industrial, retail and office leases with a value in excess of \$350M.

Mac is currently serving as the 43<sup>rd</sup> President of the CCIM Institute, the Premier Commercial Real Estate Trade Association, with over 18,000 members in 35 different countries worldwide. Mac is past president of the Abilene, Texas, Board of Realtors, former Realtor of the Year of the Abilene Board, past Regional vice President of Texas Association of Realtors, former Trustee of the Texas Real Estate Political Action Committee, and a Life Member of the Realtors Political Action Committee. Mac is a nationally and internationally recognized real estate speaker for the CCIM Institute and has authored several articles for real estate publications. Mac is a native of Abilene, Texas with an undergraduate degree from Texas Tech University and an MBA from Hardin Simmons University. He is married to Susan Barbee McClure, CCIM of Weslaco, Texas. The McClure's have one son John McClure, CCIM who serves as the Executive Vice President of the



(Continued from page 1)

**Light the Fire Within!!!**

Mark Willis on the State of the Company  
Susan Scott "Fierce Leadership"  
Liz Murry – Homeless to Harvard  
Nick Vujicic – No arms no legs no worries.  
Panels with the best of the best  
Craig Owen – M&A panel of Co. owners and  
TLs/OPs that recruited them.  
Recruiting Family Feud – OP's vs. TL's.  
Profit Share



**Mega Technology Camp**

Wednesday, August 26

Learn how to build a better, stronger business through technology! This one-day power seminar will help get you there.

**New MyKW Intranet!**

- Search and find all Keller Williams products in one location
- Completely upgraded reporting system
- View numbers for your entire region without changing roles!
- Save your favorite reports for easy access
- Download your favorite KWU courses directly from myKW
- Quickly see all upcoming events for KWRI, Regional and Local events.
- Local communities for your Market Centers and Regions
- Quickly find an Agent with the new referral search
- Plus, many, many more features!

So after you have asked yourself the question, looked at the return on your investment and reviewed the agenda for Mega Camp 2009, I have no doubt I will see a lot of you in Austin.

See you at Camp!



**BOLD moves translate to BIG numbers!**

Have you witnessed the power of **BOLD**? Take a look at what others are accomplishing by committing to this breakthrough program from MAPS Coaching:

- The Wilmington, Del., group generated 171 referrals from one hour of calling METS! That's an average of 4.02 referrals each
- Kristin Cruz, team leader in Sarasota, Fla. is reporting 131 transactions, \$17,554,000 in production and \$526,620 in GCI during the first week of **BOLD**
- During the first **BOLD** session in the Greater Pennsylvania Region, one associate joined Keller Williams Realty on the spot

If your business could use a pick-me-up, make the change! Find out how you can get involved in the BOLD program at: <https://secure.kw.com/kwu/content/BOLD.jsp?refresh=true>

**How is BOLD different from other similar training programs?**

Have you ever been to a great training event, pledged to turn over a new leaf and two weeks later, found yourself running your business the same way you were before?

We've all been there, and **BOLD** is different! Over seven weeks, you condition yourself to adopt the mindset and the activities that allow you to cut through the clutter and head straight for your dreams. You will stop living a life by default and step up to a life by design.

**How do I get BOLD in my area?** Tell your team leader that you're interested in bringing **BOLD** to your market and then call MAPS at 512.327.3070!

**Make a BOLD move. Call MAPS Coaching at 512.327.3070**

*Congratulations!*

North Texas New Mexico  
Memphis leadership  
team congratulates our  
**WALL STREET JOURNAL  
TOP 400** agents:  
RUSSELL RHODES, JULIE  
RAINBOLT and ELEANOR  
MOWERY SHEETS

## NTXNMM Movers and Shakers

### Top Ranking Market Centers in The Region - YTD July

<b><u>YTD Profit</u></b>		<b><u>YTD Written Units</u></b>	
#1 Preston Road	\$294,287	#1 Southlake	1,757
#2 Southlake	\$181,816	#2 Preston Road	1,632
#3 DFW Metro South	\$181,332	#3 Plano	1,078
<b><u>YTD Profit Share</u></b>		<b><u>YTD Closed Volume</u></b>	
#1 Preston Road	\$188,000	#1 Preston Road	\$341,701,265
#2 Plano	\$115,518	#2 Southlake	\$322,862,717
#3 Southlake	\$103,654	#3 Plano	\$219,846,398
<b><u>YTD Written Volume</u></b>		<b><u>YTD Closed Units</u></b>	
#1 Preston Road	\$386,710,867	#1 Southlake	1,457
#2 Southlake	\$279,177,950	#2 Preston Road	1,427
#3 Plano	\$245,456,215	#3 Plano	960

**MISSION:**  
To build careers worth having, businesses worth owning and live worth living.

**VALUES**  
God, Family, Business

### Top 20 NTNMM Agents Based on GCI - YTD June

1. Russell Rhodes	Dallas Preston	11. SPALDING PYRON	Dallas DFW
2. Kurt Buehler	Dallas Metro N	12. GREGORY LOBBEREGT	Albuquerque
3. Michael Reese	Frisco	13. Ernest E. Boyer	Amarillo
4. The McKissack Group	Denton	14. REGGIE MCMULLIN	Dallas DFW
5. Jan Richey	Frisco	15. TOMMY PENNINGTON	Dallas DFW
6. Kathy Hewitt	Turtle Creek	16. CHRIS MINTEER	Dallas DFW
7. SHARON KETKO	Plano	17. TEGO VENTURI	Albuquerque
8. Mary Harker	Dallas Preston	18. Christie Cannon	Frisco
9. Barbara Van Poole	Dallas Preston	19. Michael Lewis	Coppell
10. ROXANNE DEBERRY	Plano	20. Joshua DeShong	Dallas Preston

*This reports the total production booked to M.O.R.E. IDs and consolidated by social security number. It represents a summary of earnings to an individual from one or more market centers. The names come from the M.O.R.E. Associate file as transmitted.. **This is NOT related to awards for associates, teams, or groups.***

### Top Ranking Market Centers in KWRI - YTD July

<b><u>YTD Profit</u></b>		<b><u>YTD Written Units</u></b>	
#8 Dallas Preston Road		#7 Dallas DFW (Southlake)	
		#10 Dallas Preston Road	
<b><u>YTD Profit Share</u></b>		<b><u>YTD Closed Volume</u></b>	
#8 Dallas Preston Road		#5 Dallas Preston Road	
		#6 Dallas-DFW (Southlake)	
<b><u>YTD Written Volume</u></b>		<b><u>YTD Closed Units</u></b>	
#5 Dallas Preston Road		#7 Dallas-DFW (Southlake)	
#6 Dallas DFW (Southlake)		#8 Dallas Preston Road	

### KWRI Statistics July

<b>Regions</b>	30
<b>Market Centers</b>	688
<b>Associates</b>	70,733
<b>New Associates</b>	2,2504
<b>Sales Volume</b>	\$43,677,961,372
<b>Profit Share</b>	\$16,772,968

# MARKET CENTER UPDATES

**HEART OF TEXAS:** One of the Agents came up with this great idea of having a "Client/Customer Appreciation Night." Once a month all the agents get their list of clients names together and send out formal invitations to invite their previous, past, and hopefully present clients to attend a formal dinner in our beautiful conference room. This is keep communication lines open with past clients, give the other Realtors in town something to talk about, and hopefully not only bring repeat business, new business, but new recruits.

**Welcome New Agents:** Natosha Lynn, Olin Nelson

**DALLAS PRESTON ROAD:** Dallas Preston Road's agent **Russell Rhodes**, named Wall Street Journal's Americans Top 400 Real Estate Professional. Wow what a great accomplishment!! The Rhodes Team was number 47 in volume, and number 53 in units. Congratulations to the Rhodes Team on such a great honor.

**Welcome new agents:** Adam Luongo, Kathy Hines, Diane Nusbaum, Tomeka Linnear, Mary Jo Ferguson, Austin Good, Brance Poempipatana, Gurdarshan Brar, Cari Bennentt, Nathan Malka, John Papadopoulos, Hugh Staver, Valerie Sitgreaves, Jessica McMurtrey, Ronnie Herrera, Susan Heald, Bob Reuther, Katina Real, Kazumi Denney, Gayle McCord, Lisa Hamblin, Kimberlye McDavid, Daniele Alexander, Ravish Shah, Stacie O'Grady, Eric Messer, Shahram Rahimi, Nhan Huynh

**Dallas Preston Road Culture Committee** has developed a theme each month of helping others. This month was support for our troops that are deployed in the war zones of Afghanistan and Iraq. We worked along side another organization on sending packages to our troops with a message of hope and encouragement. This is a wonderful opportunity to take a moment and show our gratitude to the young men and women serving our country.



Dallas Preston Road ALC Retreat was just to have a fun with everyone having a picnic at Lake Lewisville and just relaxing in the water. ALC members brought their boats and we cruised around the lake on a very hot day.

## KWCares 4th Annual Charity Golf Tournament!

Thursday, September 17, 2009  
Start: 1:00 pm  
Frisco Lakes Golf Course

Dinner and Silent Auction to follow

Sponsored by: Preston Road, The Colony and Carrollton KW offices

For more information or to register to play, please contact Janice Moore at [jkmoore@kwpreston.com](mailto:jkmoore@kwpreston.com)

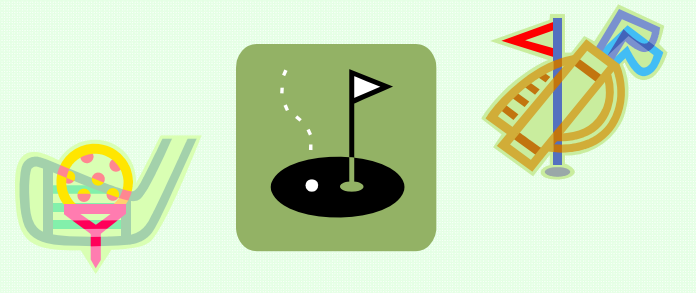
### Keller Williams Dallas Preston Road's D Magazine's Best Real Estate Agents in Dallas 2009

D Magazine's independent research company mailed 13,000 ballots to area residents who recently purchased homes, 5,000 ballots to D Magazine subscribers and 250 ballots to mortgage and title companies to determine the winners of this covenant award.

The recipients were asked to nominate real estate agents whom they knew displayed integrity, negotiation, marketing, market knowledge, closing preparation and overall satisfaction. These nominations were scored and screened with the Texas Real Estate Commission to make certain that licenses were up to date and the agent had no disciplinary action. Before the list was finalized, nominated real estate agents were reviewed by a panel of realty company executives, professional and trade association officers and others directly involved in housing related business. This list represents less than 2 percent of licensed agents in the Dallas area.

Dallas Preston Road is proud to present our 2009 Best Real Estate Agents in Dallas:

- Cindy and Mark Baglietto
- Mary Anne Collins
- Susanne Forbes Dicker
- Connie Fife
- Dan Harker
- Eve Holder
- Gail Kennedy
- Joy Nees
- Cynthia Reed
- Carla and Len Reeves
- Russell Rhodes
- Jana Moore Sciple
- Pete Willis



# MARKET CENTER UPDATES

**McKINNEY:** We took a "Quantum Leap" on June 16 & 17! Hexter-Fair Title Co. & Republic Title Co. sponsored vans to get everyone there and back. "Everyone" included our TL, OP, MCA, staff, 18 agents, 3 non-realtor guests, 2 title co. reps., and a broker from an independent agency! We had a BLAST and learned a lot about "life". Several of the agents who went have gotten together for a "Quantum Leap Weekend" in the mountains of New Mexico, to use what they learned! If you haven't been to a Quantum Leap, you are really cheating yourself out of some profound life lessons.



We are also excited about **Mega Camp** in August! We are anticipating taking 10 agents from other companies as our guests, as well as 20 agents from our MC. It will be a great experience for everyone and ultimately will help our agents build their profit share trees!

Our TL Matt Hilton recently graduated from "Train the Trainer" with Holly Perry. He is planning on teaching the MREA Business Planning Clinic at area MC's in October. If you would like him to come to YOUR MC – let your TL know! You can reach Matt at matthilton@kw.com.

In June, we **welcomed the following agents** into our KW family: Tom Bastian, Galen Beier, Marlene Bowdon, Angela Frazier, Karen Russell, Randal Shinn, & Kaleb West.

We are looking forward to a great 3<sup>rd</sup> quarter anticipating continued growth in agent count and market share!

**MIDLAND/ODESSA:** We are glad to **announce** Tim Minnix as our new OP! Welcome!

**Welcome** to Joyce Reaves who came to our market center in June 09! We also merged with Elite Real Estate in Odessa, TX which was owned by Heather Vaughan. She was with Keller Williams in the past and is returning with 6 other agents - Heather Vaughan, Renee Chambers, Brooke Chambers, George Harri, & Gerald Mallow are all returning back to our KW Family!!

In addition to our **Re-Launch**, we are also having a **Reunion!**

**Way To Go** to three of our agents who are participating in **BOLD!** It is sounding awesome! Thanks to Steve!

## TAX FREE WEEKEND! August 21 - 23, 2009

As in previous years, the law exempts most clothing and footwear priced under \$100 from sales and use taxes, which could save shoppers about \$8 on every \$100 they spend. Backpacks under \$100 and used by elementary and secondary students are also exempt. .



School Supplies -  
New in 2009!

Effective this year, in addition to clothes, footwear and some backpacks, Texas families also get a sales tax break on most school supplies priced at less than \$100 purchased for use by a student in an elementary or secondary school.

The difference between perseverance and obstinacy is that one comes from a strong will, and the other from a strong won't. ~Henry Ward Beecher

The road to success is dotted with many tempting parking places. ~Author Unknown

When the world says, "Give up,"  
Hope whispers, "Try it one more time."  
~Author Unknown

The greatest oak was once a little nut who held its ground. ~Author Unknown

Perseverance is the hard work you do after you get tired of doing the hard work you already did. ~Newt Gingrich

## URBAN DALLAS: (Formerly Turtle Creek) Welcome New Agents!



April McGowan



Shelia Bryant



Jim Kramer



Lance Blann



Ric Shanahan



Tony

A group of agents from Turtle Creek, Hewitt & Habgood, won **D-Magazines Realtor of the Year** this year. They have won from every year from 2001-2009. Congratulations!

# MARKET CENTER UPDATES

**DALLAS COUNTY SOUTH:** Associates Kristi Kay Spikes, Kendra Norwood, and Liz Weaver were Accepted into the **Metrotex Leadership Program:** This ten-month program emphasizes the development of various skills to enhance leadership ability. Graduates of the program are part of a network of leaders with shared perspectives and understanding of the Association's vision.



**Specifically, the program will:**

- Identify and motivate potential leadership in the REALTOR® Association community;
- Acquaint such leadership with community needs and problems;
- Build a network of leaders who can enhance their problem solving skills with other leadership abilities through shared perspectives and working together;
- Challenge potential leadership to Association and community involvement and decision-making;
- Acquaint such leadership with Association structure and purpose;
- Emphasize the development of team-building skills among the Leadership participants.

Well done guys. Keep up the outstanding work, we are very proud of you.

**Welcome agents** Bud Callahan and Patty Wertenberger to the KW Family. With over 25 years of real estate experience Bud lends Dallas County South a wealth of knowledge. Patty is our new in-house lender. Patty has been in the mortgage and finance business since 1980; specializing in Residential Mortgage lending for the last 17 years. She started out in Commercial Lending before transitioning to residential in 1992.

Dallas County South Team Leader Patsy Hodges, Kristi Kay Spikes, Keller Williams Vice-Chairman Mo Anderson, Dawana Quintana and Dana Walker at **Quantum Leap.**



**LUBBOCK:** KW Lubbock thanks DeeDee Trosclair, our regional director for coming to visit! She even taught a class and came to our KW Commercial reception while she was here! DeeDee is the epitome of Keller Williams culture!

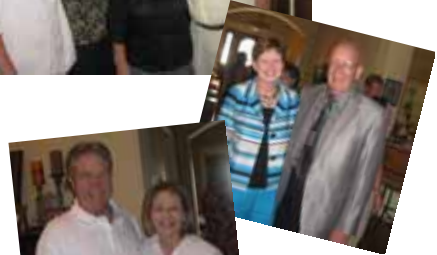
**Welcome to KW:** David Bloodworth, Greg Brownd, Bill Hurt, Tarrah Jolly

**The FSO/MC Launch group in Austin!**



Congrats to Zack and Stacy who found out they are having a baby boy!

**KW Commercial launch party!**



# MARKET CENTER UPDATES

**FRISCO:** Keller Williams Frisco, TX hosted a "Christmas in July" Jewelry Party, benefitting KW CARES! Daphne Hallman, an agent in the Frisco market center, donated the proceeds of her jewelry party to KW CARES. Members of the ALC modeled the jewelry. Agents had a wonderful time getting their Christmas shopping done early while listening to Christmas music and enjoying each other's company.



Barbara Trumbull, Daphne Hallman, Stephanie Allen, Crystal Binegar, Cyndy Wagner, Patricia Pruitt, Karen Snow, Courtney and Michelle Campbell.



Karen Collins, Susie Priebe and Daphne Hallman



Daphne Hallman, Rosie Murphy and Barbara Trumbull  
**Top Picture:** Jeannie Lockyer and Patricia Pruitt

## Relay for Life:



Ready to Walk in the 2009 American Cancer Society's Relay for Life in Frisco, TX are Linda Atlason, Amy Desgrange, Jennifer Jones, Stacy Lond Barbara Trumbull and Sandy Stewart



Logistic's Coordinator for the Relay for Life is KW Frisco Associate Gabriel Corra talking to Doug Trumbull



**Welcome New Agents!** The following agents 20 agents joined the Keller Williams Market Center in the months of May and June, 2009.

May— Zak Anderson, Bill Brown, Julie Brown, Shera Cameron, Dena Dillard, Kerri Klein, Jennifer Konovalski, Marty Konovalski, Lyn Thomas,  
June - Nicholle Anglin, Suzy Bootz, Kevin Cannon, Karen Collins, Holly Dalton, Jody Keenan, Bud Kordsmeier, Mimi Kordsmeier, Ronda Lyles, Ruud de Moore, Cheryl Wahl

**LAKE CITIES:** Our office KW Lake Cities (MC#85) participated in the Lake Cities Association of Realtors **bowling tournament** July 15<sup>th</sup> to raise money for the Sachse Fraternal Order of Police. We had 10 agents from our office and several vendors participate and had a great time bowling. Attached is a picture of all of us wearing our RED Day T-shirts supporting a great local organization



## New Agents in our Market Centers

Welcome to Keller Williams  
North Texas New Mexico Memphis  
Region!

### Dallas County South:

Bud Callahan, Patty Wertenberger

### Dallas Preston Road:

Adam Luongo, Kathy Hines, Diane Nusbaum, Tomeka Linnear, Mary Jo Ferguson, Austin Good, Brance Pempipatana, Gurdarshan Brar, Cari Bennentt, Nathan Malka, John Papadopoulos, Hugh Staver, Valerie Sitgreaves, Jessica McMurtrey, Ronnie Herrera, Susan Heald, Bob Reuther, Katina Real, Kazumi Denney, Gayle McCord, Lisa Hamblin, Kimberlye McDavid, Daniele Alexander, Ravish Shah, Stacie O'Grady, Eric Messer, Shahram Rahimi, Nhan Huynh

### Frisco:

Zak Anderson, Bill Brown, Julie Brown, Shera Cameron, Dena Dillard, Kerri Klein, Jennifer Konovalski, Marty Konovalski, Lyn Thomas, Nicholle Anglin, Suzy Bootz, Kevin Cannon, Karen Collins, Holly Dalton, Jody Keenan, Bud Kordsmeier, Mimi Kordsmeier, Ronda Lyles, Ruud de Moore, Cheryl Wahl

### Heart of Texas:

Natosha Lynn, Olin Nelson

### Lubbock:

Bloodworth, Greg Brownd, Bill Hurt, Tarrah Jolly

### McKinney:

Tom Bastian, Galen Beier, Marlene Bowdon, Angela Frazier, Karen Russell, Randal Shinn, & Kaleb West

### Midland/Odessa:

Joyce Reaves, Heather Vaughan, Renee Chambers, Brooke Chambers, George Harril, & Gerald Mallow

### Urban Dallas:

April McGowan, Sheila Bryant, Jim Kramer, Lance Blann, Ric Shanahan, Tony

# MARKET CENTER UPDATES

**DALLAS NORTH:** Proud Grandparents during their last trip to Seattle



to see their 5 month old twin granddaughters. Bill Hettich, Dallas North Agent and Betsy Hettich, Director of First Impressions at Dallas North Office. Bill Hettich negotiated 2 contracts while feeding 2 babies during our recent trip to Seattle to visit our 5 month old Grand Daughters Anna and Jane.



**4:4:3 Graduation Lunch** – Front Row: Lorrie Semler, Sharon Sykes, John Montelongo. Back Row: Kristi Kay Spikes, Tracy McCuin



**COPPELL:** Keller Williams Realty Coppel is proud to announce that the 'Hot Pink Mamas' Team will be taking part in the Breast Cancer 3-Day, a 60 mile walk benefiting Susan G. Komen for the Cure which will take place November 6<sup>th</sup> through 8<sup>th</sup>.

The Hot Pink Mamas team is led by Sherri Elliott, a Realtor with the Coppel office. The team of eleven consists of nine KW agents – six from the Coppel office – and two other ladies dedicated to the cause.

Currently, the team is in the fundraising and training stage. They began conditioning Saturday, July 11th, by walking 9 miles. As of today, the team has raised 25% of their \$18,000 donation goal.

Sherri Elliott decided to form the team when her mother-in-law was diagnosed with breast cancer. Thankfully, Sherri's mother-in-law has since received a clean bill of health, but Sherri was moved to support the cause. "She went through a mastectomy, and there were issues with her surgery. The least I can do is try to raise money so other people don't have to go through that."

Donations for the team can be made at the [www.the3day.org](http://www.the3day.org) website by searching for the Hot Pink Mamas. The team is still accepting applications for additional walkers, as well. The Coppel office thanks and salutes the Hot Pink Mamas for contributing to such a worthy cause!

Pictured: Tiffanie Reed, Sherri Elliott, Brenda Knoll (top row)

Christi Smith, Stacey Sauer, Jim Sauer (bottom row)



## KW Cares: Dare to Care

THANK YOU and Congratulations to the 16% of our Market Centers that have already met their KW Cares goal already this year: **MC 48 Dallas Preston Road, MC 92 Dallas Metro North, MC 162 Amarillo, MC 239 Albuquerque, MC 552 Rockwall, and MC 746 Central 75.**



Let's get to 100% by Thanksgiving!



Donna Dee Dee Trae

### NTXNMM REGIONAL STAFF

**Trae Williams**  
Area Director

**Dee Dee Trosclair**  
Regional Director

**Donna Watchous**  
Regional Operations Manager

**214-393-7016**



## Family Reunion 2010 :: February 20—24, 2010

The NTXNMM region is ready to celebrate Mardi Gras style and give away FREE registrations to Family Reunion in New Orleans.

Join us for fun, beads, silent auction benefiting KW Cares, and a great party.

Look for details in your market center soon!



A welcome addition, *Your First Home* is the first book in the Keller Williams Realty Guide Series. Packed with inspiring stories and the wisdom of thousands of successful first-time home buyers, it's a must-read for anyone aspiring to buy a home. Not only does it educate readers of the home ownership process in eight simple steps, it also enables agents to solidify their relationships with prospective first-time buyers. *Your First Home* is a relationship-building tool for growing leads and generating sustained buyer transactions.



Another Great Benefit of being a member of KW Luxury Homes! Come be a part of the 2<sup>nd</sup> Annual KW Luxury Homes Retreat – which is at the Four Seasons Hotel & Spa in Austin, TX on August 23-25, 2009

Go to [www.kwluxuryhomes.com](http://www.kwluxuryhomes.com) for more details.



KW commercial is growing in North Texas New Mexico Memphis! We have in excess of 54 KW Commercial brokers and have recently welcomed the President of CCIM, Mac McClure, to our team.

KW Commercial in our region is a ground floor opportunity for a great commercial career with a company that cares about people and business.

## Regional Events Calendar

**Legends of Real Estate Tour with Pat Hiban** has been postponed from August 6. Check your email for the new date to be announced soon!

### August 18, 2009

KW Commercial Road Show with Buddy Norman  
9:00—3:00 am

### August 26-29, 2009

Mega Camp  
Austin, Texas

### Market Center Training Events Open to All:

Send us your training events that you would like to share with other market centers in our region.