

KELLER WILLIAMS CANADA

March 2012



Inside This Issue

The Secret to Success

KW Canada

2011 Award Winners

Training Events

MC News & Events

Mark Your Calendars

KW Canada Goals

The KW Canada 2011 Awards celebration was hosted at Sea World in Orlando with close to 300 people in attendance with special guests David Osborn, Althea Osborn, David Ponton, Darlene Smith and our friends from the animal kingdom.

The night commenced mingling with special appearances of two Penguins and a Sloth which stole our hearts. Dinner was served to perfection as we celebrated KW Canada's 2011 achievements, honorary mentions and presentation of Top Associates and Market Centres awards. We are very proud of our culture and look forward to celebrating the continued growth of Keller Williams across Canada

KELLER WILLIAMS CANADA

March 2012

KW Canada 2011 Awards Celebration

We are an amazing group of individuals!



There is a world of love in our KW family that brings out the best in each other!!



Thank you for making 2011 KW Canadian History!!

KELLER WILLIAMS CANADA

March 2012

THE SECRET TO SUCCESS: FAIL MORE OFTEN

by Jay Papasan

It's a little-known fact that Microsoft founders Bill Gates' and Paul Allen's first "big idea" was to build a business around collecting traffic data for engineers. The company was called Traf-O-Data—no joke—and one can only imagine Gates rallying around the dream of "a light post on every corner, of every street, processing traffic everywhere."

But, the company failed.

And, Gates and Allen are doubtlessly thankful for the lessons learned from that big failure, as a few years later a little corporation named Microsoft was born. Today, Microsoft is the largest software company in the world. And, Gates' vision of "a computer on every desktop, in every home, running Microsoft software," has largely been realized—making him the second richest man in the world since 2010, with a net worth of \$53 billion.

This story is not uncommon. In fact, the greatest success stories are, when you take the time to look, built on a series of failures.

Marilyn Monroe was dropped by Fox one year into her contract for being "unattractive" and "a bad actress." In 1999, she was ranked the sixth greatest female star of all time by the American Film Institute, and today, is one of the most well-known pop culture icons ever.

Albert Einstein did not start speaking until relatively late in his childhood, and then was thought to be "dull" for repeating sentences to himself. Teachers found him "moderately talented," and he flunked the entrance exam at Zurich Polytechnic. Einstein went on to win the Nobel Prize in Physics in 1921, and has changed the face of modern physics.

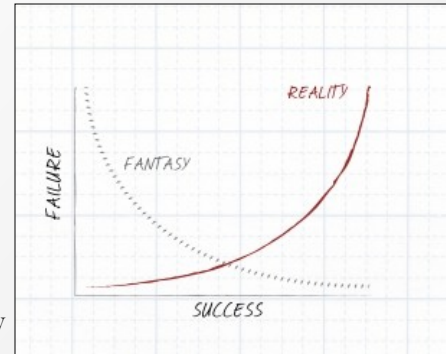
Gary Keller Gary Keller knows something about failing your way to success. It has been his life journey. "People tend to think the world is conspiring against you when you fail." His AHA: "People don't realize you are born to fail and born to get up. It is the goal of every spiritual being to try to live as big a life as possible; to love as much as possible; to give as much as possible, and fail as often as possible."

Why?

When you fail, you learn. Therefore, failure often plants the seeds of growth.

So, think big! Get comfortable with the idea that failure is intrinsic to success. Incremental thinking seems like a safe way to avoid failure, but it's also the quickest way to veer left of success. The truth is, the more success you seek, the more failure you'll achieve.

Stop taking baby steps. Or, as Gary says, "I don't think A to B. Blow up the alphabet and start living for Z."



Dream big = Fail more = Succeed more



KELLER WILLIAMS CANADA

March 2012

Canadian Shining Stars *

I.A.L.C. Members

Miette Driver

Steve Peroff

Ora Ross

Cultural Ambassadors

Matthew Shulman

Maureen Marsiglio

RED Day Representative

Linda Williamson

MCA Cultural Award

Jeannette Seguin

#1 MC Profit Share

Keller Williams Ottawa Realty,
Ottawa

#1 MC Owner Profit

Keller Williams Ottawa Realty,
Ottawa

#1 MC Net Agent Growth

Keller Williams VIP Realty,
Ottawa Westside

Home Run Launch

Keller Williams Realty,
Halifax

#1 Commercial Agent

Winston Penny

#1 Luxury Agent

Yetta Dekker

Rookie of the Year

Eli Skaff

#1 Individual Units

Marvin Alexander

#1 Individual GCI

Nancy Benson

#1 Team Units

Team Marshall

#1 Team GCI

Kaushansky & Brown Team

#1 Group Units

Pilon & Hamilton

#1 Group GCI

Pilon & Hamilton



#1

Canada was ranked #1 in 2011
In Net Agent Growth with
Keller Williams International



\$1,752,472

Canada had a 53 % Increase in
Profit Share over 2010



\$22,487.15

Canada Proudly Donated
\$22,487.15 to
KW Cares in 2011

KELLER WILLIAMS CANADA

March 2012

2011 Market Centre Awards *

Market Centres - Ranked by Owner Profit

- #1 Keller Williams Ottawa Realty, Brokerage
- #2 Keller Williams Advantage Realty, Brokerage
- #3 Keller Williams Referred Realty, Brokerage
- #4 Keller Williams Energy Realty, Brokerage
- #5 Keller Williams Realty

Market Centres - Ranked by Profit Share

- #1 Keller Williams Ottawa Realty, Brokerage
- #2 Keller Williams Advantage Realty, Brokerage
- #3 Keller Williams Energy Realty, Brokerage
- #4 Keller Williams Referred Realty, Brokerage
- #5 Keller Williams Realty

Market Centres - Ranked by Net Agent Growth

- #1 Keller Williams VIP Realty, Brokerage
- #2 Keller Williams Advantage Realty, Brokerage
- #3 Keller Williams Realty
- #4 Keller Williams Real Estate Service, Brokerage
- #5 Keller Williams Realty Centres, Brokerage

2011 Market Centre Administrator Awards

Bank Reconciliations Award

Naomi Leonard

Karin Anstee

Tammy Goodenough

Debra Bourne

Linda Megeney

Kamal Bakhtiar

David Millington

Accounts Receivable Award

Lynne Patterson

Tammy Goodenough

David Millington

Transmittal Award

Debra Bourne

Jeannette Seguin

Tammy Goodenough

Karin Anstee

Linda Megeney

Naomi Leonard

KELLER WILLIAMS CANADA

March 2012

KW Canada 2011 Award Winners*

Top 25

Individual - Units

Individual - GCI

1	Marvin Alexander	Newmarket/Aurora	MC 848	1	Nancy Benson	Ottawa	MC 237
2	Larry Allen	Halifax	MC 873	2	Lillian Adamakis	Beach/Riverdale	MC 777
3	Randy North	Ottawa	MC 425	3	James Benson	Beach/Riverdale	MC 777
4	Brenda Kielbratowski	Halifax	MC 873	4	Larry Allen	Halifax	MC 873
5	James Benson	Beach/Riverdale	MC 777	5	Marvin Alexander	Newmarket/Aurora	MC 848
6	Nancy Benson	Ottawa	MC 237	6	Candice Frigault	Beach/Riverdale	MC 777
7	Jenna Swinwood	Ottawa	MC 425	7	Tarek El Attar	Ottawa	MC 237
8	Tarek El Attar	Ottawa	MC 237	8	Rod Forsythe	Calgary	MC 269
9	Daniel Boulerice	Ottawa	MC 237	9	Karina Sunderji	Calgary	MC 269
10	Mako Britz	Abbotsford	MC 706	10	Nuria Cano-Ortiz	Don Mills	MC 403
11	Steve Schwartz	Halifax	MC 873	11	Daniel Boulerice	Ottawa	MC 237
12	Rose Seidl	Halifax	MC 873	12	Gordon Springle	Beach/Riverdale	MC 777
13	Rod Forsythe	Calgary	MC 269	13	Mako Britz	Abbotsford	MC 706
14	Candice Frigault	Beach/Riverdale	MC 777	14	Fernando Perri	Don Mills	MC 403
15	Jin Chen	Ottawa	MC 237	15	Randy North	Ottawa	MC 425
16	Eli Skaff	Ottawa	MC 425	16	Brenda Kielbratowski	Halifax	MC 873
17	Lester Carkner	Ottawa	MC 237	17	Peter Mazzuchin	Mississauga	MC 656
18	Guy Cooley	Calgary	MC 269	18	Lester Carkner	Ottawa	MC 237
19	Max Vanderheide	Whitby/Oshawa	MC 838	19	Jenna Swinwood	Ottawa	MC 425
20	Peter Mazzuchin	Mississauga	MC 656	20	Jin Chen	Ottawa	MC 237
21	Fernando Perri	Don Mills	MC 403	21	Eric Glazenberg	Toronto North	MC 837
22	Julia Perrie	Port Coquitlam	MC 833	22	Joy Bagga	Port Coquitlam	MC 833
23	Scott Leaf	Port Coquitlam	MC 833	23	Debra Komitsch	Calgary	MC 269
24	Josh Eyking	Ottawa	MC 237	24	Josh Eyking	Ottawa	MC 237
25	Tim Lyons	Ottawa	MC 425	25	Guy Cooley	Calgary	MC 269

KELLER WILLIAMS CANADA

March 2012

KW Canada 2011 Award Winners*

Top 25

Team - Units

Team - GCI

1 Team Marshall	Port Coquitlam	MC 833	1 Kaushansky & Brown Team	Beach/Riverdale	MC 777
2 The Heart N' Home Team	Mississauga	MC 656	2 The Shulman Team	Toronto North	MC 837
3 R & R Elite Homes	Port Coquitlam	MC 833	3 Gon Lee Team	Toronto North	MC 837
4 The Betty Hillier Team	Ottawa	MC 392	4 The Real Estate Guys	Don Mills	MC 403
5 Sold By Lorn	Whitby/Oshawa	MC 838	5 The Betty Hillier Team	Ottawa	MC 392
6 The Manian Team	Don Mills	MC 403	6 Sylvain Bourgon	Ottawa	MC 237
7 The Amyotte Group	Ottawa	MC 237	7 R & R Elite Homes	Port Coquitlam	MC 833
8 The Richer Team	Ottawa	MC 237	8 The Elder Team	Ottawa	MC 237
9 Kaushansky & Brown Team	Beach/Riverdale	MC 777	9 The Amyotte Group	Ottawa	MC 237
10 The Hopkins & Walsh Team	Ottawa	MC 392	10 Sold By Lorn	Whitby/Oshawa	MC 838
11 The Real Estate Guys	Don Mills	MC 403	11 Team Trump	Beach/Riverdale	MC 777
12 The Shulman Team	Toronto North	MC 837	12 Carol Clarke-Rose Team	Mississauga	MC 656
13 Carol Clarke-Rose Team	Mississauga	MC 656	13 Coxworth & Winch Team	Ottawa	MC 392
T14 Shane Vidal Team	Ottawa	MC 237	14 The Hopkins & Walsh Team	Ottawa	MC 392
T14 The Chris and Lisa Team	Ottawa	MC 425	15 McKinley Team	Ottawa	MC 237
16 The Elder Team	Ottawa	MC 237	16 Ottawa Dream House Team	Ottawa	MC 237
17 Coxworth & Winch Team	Ottawa	MC 392	17 The Manian Team	Don Mills	MC 403
T18 The Brownlee-Starr Team	Ottawa	MC 237	18 Johnstone Team	Ottawa	MC 237
T18 The Signature Team	London	MC 890	19 The Al-Shaikhly Team	Ottawa	MC 237
T20 Ottawa Dream House Team	Ottawa	MC 237	20 The Brownlee-Starr	Ottawa	MC 237
T20 Bertrand Team	Ottawa	MC 237	21 Shane Vidal Team	Ottawa	MC 237
22 Gon Lee Team	Toronto North	MC 837	22 The Tripudio's	Ottawa	MC 237
23 Thyssen Schmidt Team	London	MC 890	23 The Heart N' Home Team	Mississauga	MC 656
24 The Al-Shaikhly Team	Ottawa	MC 237	24 The Chris And Lisa Team	Ottawa	MC 425
25 The Tripudio's	Ottawa	MC 237	25 Bertrand Team	Ottawa	MC 237

KELLER WILLIAMS CANADA

March 2012

KW Canada Award Winners 2011*

Top 25

Group - Units

1	The Pilon & Hamilton Team	Ottawa	MC 237
2	The Sachko Team	Whitby/Oshawa	MC 838
3	The Mike Clarke Team	Beach/Riverdale	MC 777
4	Jim Reitzel	Kitchener	MC 571
5	J & A Murphy Team	Halifax	MC 873
T6	The Peroff Team	Newmarket/Aurora	MC 848
T6	The Shawn Lepp Team	Whitby/Oshawa	MC 838
8	The Mullin Lloyd Team	Whitby/Oshawa	MC 838
9	The Floyd Team	Ottawa	MC 237
10	The Mitchell Team	Newmarket/Aurora	MC 848
11	Roy Cleeves Team	Kitchener	MC 571
12	Dekker Team	Ottawa	MC 425
13	The Home Team	Ottawa	MC 237
14	The Gary Cooke Team	Whitby/Oshawa	MC 833
15	The Vatandoust Team	Whitby/Oshawa	MC 838
16	Realty Partners	Halifax	MC 873
17	Dan Oakes Team	Ottawa	MC 237
18	The Hooper Team	Ottawa	MC 237
19	The Caird & Salhany Team	Ottawa	MC 237
20	Colleen Rushforth Team	Ottawa	MC 237
21	The Bilinski Team	Ottawa	MC 237
22	Jason Adams Team	Whitby/Oshawa	MC 838
23	The Cayer Team	Ottawa	MC 392
24	Agent In Ottawa.com	Ottawa	MC 237
25	Ottawa 4 U Team	Ottawa	MC 392

Group - GCI

1	The Pilon & Hamilton Team	Ottawa	MC 237
2	The Mike Clarke Team	Beach/Riverdale	MC 777
3	The Mitchell Team	Newmarket/Aurora	MC 848
4	The Mulholland & Ross Team	Toronto North	MC 837
5	The Sachko Team	Whitby/Oshawa	MC 838
6	Super Mario Team	Ottawa	MC 237
7	The Peroff Team	Newmarket/Aurora	MC 848
8	The Floyd Team	Ottawa	MC 237
9	The Hooper Team	Ottawa	MC 237
10	Dekker Team	Ottawa	MC 425
11	J & A Murphy Team	Halifax	MC 873
12	The Shawn Lepp Team	Whitby/Oshawa	MC 838
13	The Home Team	Ottawa	MC 237
14	The Mullin Lloyd Team	Whitby/Oshawa	MC 838
15	Colleen Rushforth Team	Ottawa	MC 237
16	Jim Reitzel	Kitchener	MC 571
17	Dan Oakes Team	Ottawa	MC 237
18	The Gary Cooke Team	Port Coquitlam	MC 833
19	Lisa Fayle Team	Whitby/Oshawa	MC 838
20	The Caird & Salhany Team	Ottawa	MC 237
21	Agent In Ottawa.com	Ottawa	MC 237
22	Roy Cleeves Team	Kitchener	MC 571
23	The Cayer Team	Ottawa	MC 392
24	The Piccioni Group	Beach/Riverdale	MC 777
25	The Vatandoust Team	Whitby/Oshawa	MC 838

KELLER WILLIAMS CANADA

March 2012

BOLD

BUSINESS OBJECTIVE:
A Life By Design

Make 2012 Your Best Year! Join Us For A First Step to BOLD:

Vancouver, BC March 22nd 2012

Toronto, ON September 2012

At the FREE 1/2 day event on from 9:00 a.m.-1:00 p.m. you will leave with proven sales techniques that you will implement the very same day!

- Did you know that 92% of all buyers say "no" four times before they say "yes"?!? Do you know at least FIVE WAYS to ask for the appointment? If not, BOLD is for you!
- Did you know that there are language techniques that you can use to get anyone to do what you ask?!? If not, BOLD is for you!
- Did you know that Dianna Kokoszka (the creator of BOLD) sold over 200 homes per year with a team of four - while working less than 220 days a year?!? If you are working harder, not smarter...then BOLD is for you!

BOLD facts:

1. The current average contracts per agent while in BOLD is 8.7 contracts in 8 weeks.
2. BOLD agents experienced over 97,000 contracts since June 2009
3. Nationwide, BOLD increased written units of attendees by 57%.
4. Attendees with 4 – 6 years of experience in the business had 48% more written units, 21% more sold units, and 19% more GCI than those with 4 – 6 years of experience who did not attend BOLD.
5. Attendees with 7 – 10 years of experience in the business had 103% more written units, 49% more sold units, and 30% more GCI, than those with 7 – 10 years of experience who did not attend BOLD. Thus BOLD is even more impactful for more experienced associates.

In summary, BOLD has tremendous impact regardless of experience or production level.

Register for BOLD! and make 2012 your best year ever!

KELLER WILLIAMS CANADA

March 2012



KW Canada Training Events!

Systematizing Lead Generation, w/Sunny Daljit
Halifax, March 29th

Seller Mastery, w/Steve Chader
Toronto, April 19th

Train the Presenter, w/Dick Dillingham
Toronto, May 29th & May 30th

Seller Mastery, w/Glenn McQueenie
Halifax, June 13th

Buyer Mastery w/Marvin Alexander
Calgary, September 13th

Business Planning w/Pat Mancuso
Halifax, Nov 28th
Toronto, Nov 29th
Cambridge, Nov 30th



For more information on these courses, trainer bio's & registration
visit www.MillionaireSystems.ca

Register @ 
www.MillionaireSystems.ca

KELLER WILLIAMS CANADA

March 2012

Market Centre Updates

KW Elite Realty Celebrates 3rd Anniversary on March 1st

Keller Williams Realty Centres has moved! They are located at 16945 Leslie Street, Units 27-29, Newmarket ON L3Y 9A2.

Keller Williams Lifestyle Realty recently welcomed Natalia Bermudez, Carol Koepke, Tara Cowan & Owen Price!

Keller Williams Elite Realty recently welcomed Juliana & Eric Vallee!

Congratulations to all on growing our Keller Williams Family!

RED Day May 10th 2012

RED Day is an incredible occasion to help those in need. It's also an excellent opportunity to spread the word about your Market Centre's culture among members of your community and agents interested in learning about the KW.

Motivational Corner

Think Average, Be Average.

Think Exceptional, Be Exceptional!

It Starts With Believing In It! *Dianna Kokoszka*

Win the Day! *Sunny Daljit*

KW Canada Human Resources

~Wanted~

Team Leader - Toronto North MC 837
email Operating Principal, Peter@RealCanada.com

Team Leader - Toronto Beach/Riverdale MC 777
email Operating Principal, DianeMitchell@kw.com

Team Leader - Burlington MC 904
email Operating Principal, PennyMackenzie@KW.com

Productivity Coach - Ottawa South MC 425
email Team Leader, JarrodDavis@kw.com

Productivity Coach - Beach/Riverdale MC 777
email Operating Principal DianeMitchell@KW.com

Canadian eEdge Success Stories!

The IDX is such a great tool, I've had 3 new leads in the past week through eEdge via SEO! **Ronnie Birmingham - Halifax**

Jessica Cojocari, Director of Technology at Keller Williams Solid Rock Realty says: "an agent in our of who has been in the business for over 35 years, did not understand the power of the 33 touch marketing piece in eEdge or how easy it could be. We got him activated on eEdge and asked him to add only a couple people to his 33 touch program. He added about 5 people and was hesitate to add a past client who's deal had not gone in the right direction. We encouraged him and let him know the worst that could happen is she ask to be removed from the list. Once the first touch went out, the client our agent had been reluctant to add was the very first one to reply. To his astonishment, she was thrilled that she had contact him with such valuable information and apologized for the way things had ended as she was going through a difficult period in her life at that time. This is the power of eEdge."

Another success story at Keller Williams Solid Rock Realty: Sales Representative Diana Saunders received a lead from a woman in Toronto who saw her listing on the KWLS. Because Diana had her eEdge account activated and set up to her alerts properly, she received this lead right away and knew exactly what to do with it. With eEdge, Diana was able to set up a home tour of 5 properties for the woman the following weekend and she is happy to report they have bought a home, which has now closed.

We would love to share other Canadian Successes. Please email stephaniemulvina@kw.com to include in our weekly updates.

Future Market Centre Growth

Montreal, Quebec
Bloor West Village, Toronto
Downtown, Toronto
Coquitlam, British Columbia

If you have agent leads you would like to refer to the Operating Principal candidates, send an email to: **Stephanie Mulvina**, Canadian Operations Manager StephanieMulvina@KW.com

Discover your Potential

Find out how a MAPS coach can take your business to the next level. Call or email Mary-Anne Gillespie 613-612-7355
Mary-Anne.Gillespie@KWottawa.ca

To include your Market Centre events in future newsletters email kwrg30@kw.com

KELLER WILLIAMS CANADA

March 2012

Family Reunion 2012



MCA Workshop



RED Bash



KELLER WILLIAMS CANADA

March 2012

Inspirational Breakfast





Welcome

to Luxury Homes by Keller Williams®



The Benefits to Belonging ...

- Exclusive, professionally designed branding
- Customized press packet for all new members
- International network of Consultants for referrals and masterminding
- Specifically-designed Website with KW international luxury homes property search and spotlight opportunities for members and their listings
- Members-only Intranet with discussion boards, best practice and marketing library
- Customizable Luxury marketing materials and listing presentations
- Customizable KW Luxury Homes Website Agent template
- Printed, full-color Newsletter with member information and international news
- Annual Luxury Retreat with internationally-known and respected speakers, member panels and networking
- Opportunity to build your profit share tree by recruiting luxury agents
- Vendors for Agent Services (printed marketing materials, premium items, publisher discounts, etc.)

Coming Attractions:

- Luxury Homes by Keller Williams Magazine – international magazine with regionally-specific distribution
- IDX solution for www.kwluxuryhomes.com
- New agent Website template designs featuring urban/metro properties with additional themes to come
- Alternate Website template allowing members to have one luxury site, one standard site
- Ability for members to have one luxury email address, one standard email address
- Luxury email stationery
- Luxury 8x8 drip campaign for database marketing
- Luxury Webinar: New Member Orientation
- Luxury Webinar: Agent Mastermind and Training
- "Concierge" and Turnkey Marketing Solutions and campaigns
- Vendors who specialize in search engine optimization (SEO) for increased Internet exposure
- Vendors for client services- add links on our Website that enhance the client experience

And coming for leadership ...

- Luxury Webinar: Leadership Mastermind and Training
- "Recruiting to Luxury Homes by Keller Williams" MAPS Fast Track Coaching program
- Luxury Homes by Keller Williams 8x8 recruiting campaign
- Luxury marketing posters, downloadable and suitable for framing, for market centers

Join Us

www.kwluxuryhomes.com | luxuryhomes@kw.com | 512.327.3070

(To download this flyer, go to our Luxury Homes Member Intranet and click on Marketing Materials.)

KW
Luxury Homes
by KELLER WILLIAMS®



Welcome to KW Commercial

Compensation Model & Profit Share

- Cap on commercial commissions – 100% to agent after cap
- Increased market center profitability and profit sharing through referrals
- Increased income potential through recruiting new commercial agents

Referral Network

- Opportunity to build a commercial business referral network among Keller Williams residential agents and leadership teams on an international level
- Bio and Website displayed on new public International Website
www.kwcommercial.com

Technology

- Public KW Commercial Website, www.kwcommercial.com, and individual agent sites (both with integrated listing search)
- Members-only Intranet with discussion boards, best practice materials and resources
- KWCLS – listing service syndicating to CoStar, Catylist, Property Line; Commercial Source coming soon
- International Practice Groups – communicates based on commercial expertise

Vendors

- International leverage for purchasing services from our approved commercial vendors

Best Practice Tool Kit

- Access to LOI's, RFP's, Commission and Engagement Agreements, Market Surveys, Financial Models, etc
- Policy and Guideline manuals on implementing KW Commercial within your market center
- Referral presentations for residential agents

Training

- Complete KW Commercial curriculum through Launch, Growth and Achievement phases
- Continuing education partnership with CCIM
- KW Commercial driven localized training
 - International Webinars
 - Regional Commercial Faculty events
- On-line Interactive Self-Study Courses

Marketing

- World-class KW Commercial branding, marketing materials, logos and signage
- KW Commercial International Marketing Book

Join Us!
www.kwcommercial.com
commercial@kw.com



KELLER WILLIAMS CANADA

March 2012

Mark Your Calendar!

2012 KWRI Training Events

March 2012

Franchise Systems Orientation **March 19-22**
(Market Center Launch, MCA Success in the Office & Operations Boot Camp)

April 2012

Luxury Homes Retreat (Las Vegas, NV) **April 22-24**
Masterminds (Las Vegas, NV) **April 24-26**

May 2012

RED Day **May 10**
Franchise Systems Orientation **May 14-17**
(Market Center Launch, MCA Success in the Office & Operations Boot Camp)
OP Boot Camp **May 16-17**
Train the Trainer Advanced **May 21-22**
Recruit Select **May 21-22**
Train the Presenter **May 23-24**
Action Training **May 23**
Leadership & Motivation **May 24**

June 2012

Franchise Systems Orientation **June 11-14**
(Market Center Launch, MCA Success in the Office & Operations Boot Camp)
Team Leader Boot Camp **June 19-21**
FIERCE Conversations **June 19-20**

July 2012

Franchise Systems Orientation **July 9-12**
(Market Center Launch, MCA Success in the Office & Operations Boot Camp)
Recruit Select **July 16-17**
Action Training **July 18**
Leadership & Motivation **July 19**
MAPS Coaches Skills Camp **July 23-25**



MEGA CAMP

KWU

KELLER WILLIAMS
UNIVERSITY



MASTERMINDS

KELLER WILLIAMS CANADA

March 2012

Keller Williams Realty Belief System



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: starts with honesty

Success: results through people

Our Mission

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

KELLER WILLIAMS CANADA

March 2012

Keller Williams Canada

Mission

Careers Worth Having, Businesses Worth Owning, Lives Worth living

Vision

To Be the Real Estate Company of Choice for Real Estate Agents and Consumers Across Canada

	2011	2012	2012 Goals
Market Centres	16	16	23
Agents	1,720	1,706*	2,040
Profit Share	1,752,472	52,812**	\$2,050,000

*12% Increase over Jan 2011

**201% Increase over Jan 2011

Keller Williams Canada

Stephanie Mulvina, Canadian Operations Manager

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Email: kwrg30@kw.com

Website: www.KWCanada.com

Facebook: www.facebook.com/#!/KWCanada

Twitter: www.twitter.com/#!/kw_canada

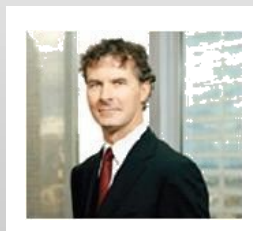
Your News is Important to us!

Everyone at Keller Williams is excited to hear your stories, so please forward your articles to be included in our monthly newsletter and be sure to include photos. Please send your comments and suggestions to us.

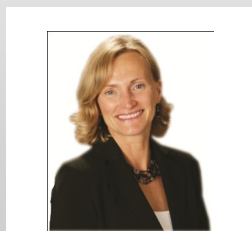
Be sure to join the Keller Williams Canada

Community on Facebook & Twitter

Your Canadian Leadership Team



John Furber
Canadian Director



Diane Mitchell
Canadian Director



Stephanie Mulvina
Operations Manager