

**SEPT 15 - 19**  
**AUSTIN, TX**

## Inside

- MEGA CAMP coming soon...
- KW Canada Reception
- Stats
- KW News
- KW Events

## Up Coming Events

- Mega Camp - Sept 15-19
- KW Canada Reception - Sept 17
- Train the Trainer Advanced - Oct 8 & 9
- Cultural & Leadership Summit - Nov 17-21

**Contact your Team Leader!**



**This high-energy event will accelerate your ambition with cutting-edge trends, innovative insights and strategies to supercharge your profits. Expand your professional and personal development with this year's lineup of power-packed interviews, motivational speakers, live role-plays and panels featuring exclusive agents from across the globe.**

## AGENT CAMP

Agent Camp is where the best in the business reveal the specific systems and strategies that deliver results in today's market.

## LEADERSHIP CAMP

Designed to arm both market centre leadership and those agents looking to build unstoppable teams, Mega Leadership Camp is where EXTRAORDINARY leaders meet.

## TECHNOLOGY CAMP

Arming you with proven strategies, from driving leads to streamlining the transaction, you'll learn how to accelerate your growth through technology!

**Join us at Mega Camp and expand your professional and personal development.**

**Register @ [www.mapscoaching.kw.com/mega-camp](http://www.mapscoaching.kw.com/mega-camp)**

*Also join us for our*  
**Cultural Summit & Masterminds**

## Keller Williams Canada Welcomes...



**Megan Runciman** - Market Centre Administrator

KW Complete, Hamilton, ON.

Keller Williams Complete is thrilled to have Megan Runciman join their office as their MCA. Megan graduated from Brock University with an Honours Degree in Accounting. Prior to joining KW Complete, Megan worked as an Accountant at BDO, one of the top 5 accounting firms in Canada. Welcome Megan!

**Rick Gavey** - Team Leader

KW Neighbourhood, Toronto, ON.

Rick Gavey has a rich background in Life and Real Estate including living and working all over the world. He was a member of the 2013 ALC and responsible for Growth which will compliment him well in his new role as Team Leader and Growth Driver in their Market Centre.



**Sherry Douglas** - Team Leader, KW Ottawa

Ottawa, ON.

Sherry Douglas will be leading KW Ottawa's recruiting activities as well as the ALC. She will continue to support the training and coaching side of the business as a senior broker in the company and is completely dedicated to supporting all KWO associates.



**Tomoko Sato** - Team Leader

KW Elite, Port Coquitlam, BC.

Tomoko Sato will be joining the KW Elite office on September 2. Tomoko joins from the Real Estate Board of Greater Vancouver and brings with her a dedication to professionalism, a fantastic attitude and a drive that is unstoppable.



*We are very proud to be in business with*

**YOU ARE CORDIALLY INVITED TO**



**Location:**

Casa Chapala Mexican Restaurant  
101 San Jacinto Blvd.  
Austin, Texas  
Tel: 512 479 1200

**Date:**

September 17, 2014

**Time:**

6:00pm - 8:00pm



*For More Information, Please Contact Keller Williams Canada at 416-637-8340  
Toll-Free 1-855-637-8340 / Email [kwrg30@kw.com](mailto:kwrg30@kw.com)*



Please RSVP by registering at [KWCanadaReception2014.eventbrite.ca](http://KWCanadaReception2014.eventbrite.ca)

Wednesday October 8 & Thursday October 9

## ★ TRAIN THE TRAINER ★ *Advanced Workshop*

An intensive, high-impact workshop with a focus on practice and feedback. This workshop is designed for advanced trainers who want to create powerful learning experiences that influence action.

The Advanced Workshop is intended for those looking to advance their training skills, as well as current KWU Faculty and those interested in pursuing certification.

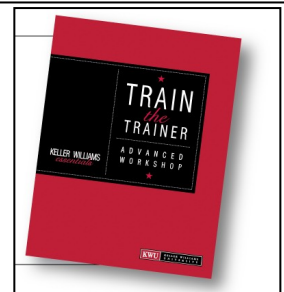
\* Prerequisite: *Train the Presenter* or *Train the Trainer I*

IN THIS ENTIRELY ACTIVE AND HANDS-ON EXPERIENCE, YOU WILL:

- Learn what it takes to effectively prepare.
- Showcase your presentation abilities.
- Give and receive feedback that will contribute to learning and growth.
- Improve your ability to engage your audience and increase class participation.
- Add to your arsenal of classroom and teaching skills.

**Location:** Keller Williams Real Estate Associates  
7145 West Credit Avenue  
Building 1, Suite #100  
Mississauga, ON L5N 6J7

**Price:** \$299 + HST + Eventbrite Fee  
Please contact [kwrg30@kw.com](mailto:kwrg30@kw.com) for more information



### **Dick Dillingham** **KWU International Master Faculty**

Dick has served as Vice President & Dean of Keller Williams University Faculty, he is the Operating Partner for the KW market centres in Plano, Texas and St. George, Utah and is an owner of the KW Northern California/Hawaii Region.



## KW Canada Current Rankings

### Top Canadian Market Centres - KWRI

YTD 7.31.14 Ranking out of 677 Market Centres in North America

#### Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	17
KW Advantage Realty, Toronto	75
KW Referred Realty, Toronto	95
KW Energy, Whitby/Oshawa	129
KW Urbain, Montreal	192

#### Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	17
KW Advantage Realty, Toronto	76
KW Referred Realty, Toronto	94
KW Energy Real Estate, Whitby/Oshawa	127
KW Edge Realty, Burlington	191

#### Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Edge Realty, Burlington	50
KW Energy Realty, Whitby/Oshawa	61
KW Advantage Realty, Toronto	70
KW Realty Centres, Newmarket	82

#### Market Centres - Ranked by Closed Units

KW Ottawa Realty, Ottawa	11
KW Energy Realty, Whitby/Oshawa	123
KW Select Realty, Halifax	197
KW Realty Centres, Newmarket/Aurora	202
KW Golden Triangle, Kitchener	246

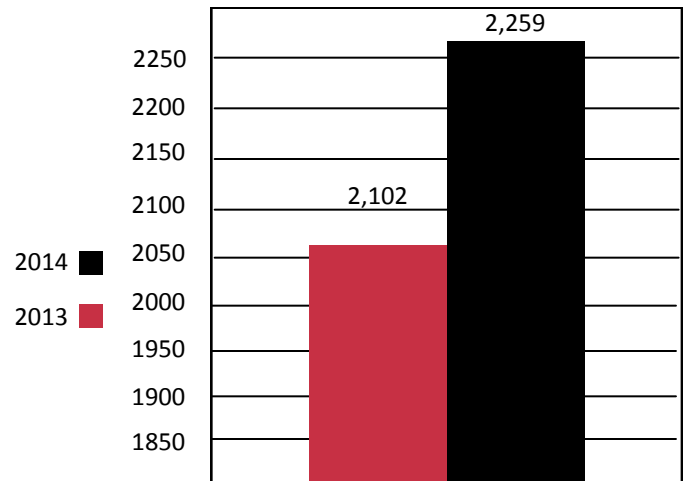
#### Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	10
KW Energy Realty, Whitby/Oshawa	96
KW Advantage Realty, Toronto	118
KW Realty Centres, Newmarket/Aurora	165
KW Edge, Burlington	200

### Agent Count KW Canada

MOM 7.31.14

**+7.5%**

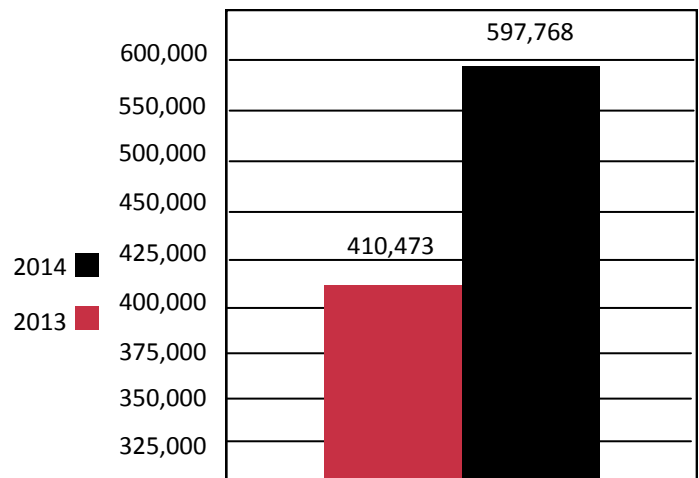


Agent Count

### Profit Share KW Canada

MOM 7.31.14

**+45.6%**



Profit Share

## KW Canada Top 25 Producer GCI

All numbers reflect YTD production 7.31.14

### Individual

Associate		Market Centre		Associate		Market Centre		
1	Craig	Sherwood	403	Trevor	Street	833	Port Coquitlam	
2	Lauren June	Haw	930	David	Binns	777	Toronto	
3	Suzanne	Lewis	777	Mohnish	Aggerwal	237	Ottawa	
4	Brenda	Kielbratowski	873	Kelly	Fry	833	Port Coquitlam	
5	Anna	Turner	237	James	Benson	777	Toronto	
6	Jeffrey	Lyons	425	Lee	Lander	848	Newmarket	
7	Jean	Richer	237	Guy	Cooley	269	Calgary	
8	Alexandra	Brott	930	Kevin	Dixon	848	Newmarket	
9	Liane	McKinley	237	Wassim	Labateya	937	Montreal	
10	Stewart	Madden	848	Wendy	Starr	904	Burlington	
11	Daniel	Berger	937	Mitra	Nobakht-Eivaly	403	Toronto	
12	Bosko	Scepanovic	403	Laura	Voicu	237	Ottawa	
				25	Michael	Tough	848	Newmarket

### Team (2 Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	Skaiff Home Marketing Group	237	Ottawa	13	Ken and Lisa	237	Ottawa
2	The Huber Team	833	Port Coquitlam	14	Curtis Knight Team	571	Kitchener
3	Kaushansky & Brown Team	927	Toronto	15	The Oakes Home Team	237	Ottawa
4	The Michael McDougall Team	838	Whitby	16	Frigault/Schott	403	Toronto
5	Weir Team	777	Toronto	17	The Quality Homes Team	237	Ottawa
6	The Lee Team	837	Toronto	18	Anderson Team	929	Mississauga
7	Caroline Novinic/Dave Clarke	848	Newmarket	19	Stevens	838	Whitby
8	Koble Commercial Property Group	237	Ottawa	20	Hughes-Workman Realty Team	777	Toronto
9	The Referral Team	930	Toronto	21	The Kelly Team	904	Burlington
10	Jason VanStiphout Team	838	Whitby	22	Stage & Sold Team	656	Mississauga
11	Hanlon Team	929	Mississauga	23	Sheila Morrison Team	269	Calgary
12	Baird Team	929	Mississauga	24	The Malec & Moore Team	904	Burlington
				25	The Marcus'	237	Ottawa

### Group (3 or more Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	The Peggy Hill Team	926	Barrie	13	The Julie Kinnear Team	927	Toronto
2	Lisa Fayle Team	838	Whitby	14	The Shawn Lepp team	838	Whitby
3	Mike Clarke Group	777	Toronto	15	The McSporran Team	904	Burlington
4	Eric & Juliana Vallee Marketing Systems	936	Burnaby	16	Kate Peterson Team	929	Mississauga
5	Kevin Larose Team	929	Mississauga	17	Provencher Team	777	Toronto
6	Mitchell Team	848	Newmarket	18	The Mullin Lloyd Team	838	Whitby
7	Mulholland and Ross	837	Toronto	19	Farquhar Advantage Team	927	Toronto
8	Pilon/Hamilton	237	Ottawa	20	Hasyj and Flanagan	571	Kitchener
9	Dekker Team	425	Ottawa	21	Team Bourgon Boulерice	237	Ottawa
10	Home Team Ottawa	237	Ottawa	22	Hooper Home Team	237	Ottawa
11	Peroff Team	848	Newmarket	23	Turner Weber Team	904	Burlington
12	Team Cheff-Lanctot	937	Montreal	24	Evans-El Attar Property Group	237	Ottawa
				25	The Vatandoust Team	838	Whitby

## KW Canada Top 25 Producers Units

All numbers reflect YTD production 7.31.2014

Associate		Market Centre		Associate		Market Centre	
1	Marvin Alexander	848	Newmarket	10	Wassim Labateya	937	Montreal
2	Liane McKinley	237	Ottawa	T11	Laura Voicu	237	Ottawa
T3	Jean Richer	237	Ottawa	T11	Lee Lander	848	Newmarket
T3	Brenda Kielbratowski	873	Bedford	T11	Seema Sood	833	Port Coquitlam
4	Larry Allen	873	Bedford	T12	Wendy Starr	904	Burlington
5	Anne Marie McGinley	941	Fredericton	T12	Scott Cooper	926	Barrie
T6	Jeffrey Lyons	425	Ottawa	T12	Irene Bilinski	237	Ottawa
T6	Craig Sherwood	403	Toronto	T12	Stewart Madden	848	Newmarket
7	Andrew Bolton	848	Newmarket	T13	Anna Turner	237	Ottawa
T8	Trevor Street	833	Port Coquitlam	T13	Daniel Berger	937	Montreal
T8	Jin Chen	237	Ottawa	T13	Kelly Fry	833	Port Coquitlam
T9	Guy Cooley	269	Calgary	T13	Taha Al-Shaikhly	237	Ottawa
T9	Scott MacTavish	941	Fredericton	T13	Kevin Stacey	873	Bedford
T9	Jenna Swinwood	425	Ottawa				

## Team (2 Producing Associates)

Team		Market Centre		Team		Market Centre	
1	Skaff Home Marketing Group	237	Ottawa	14	Thyssen Group	890	London
2	The Huber Team	833	Port Coquitlam	15	The Oakes Home Team	237	Ottawa
3	The Michael McDougall Team	838	Whitby	T16	Kaushansky & Brown Team	927	Toronto
4	Team Gerrits	873	Bedford	T16	Weir Team	777	Toronto
T5	Jason VanStiphout Team	838	Whitby	T16	The Malec & Moore Team	904	Burlington
T5	Baird Team	929	Mississauga	T16	The Marcus'	237	Ottawa
6	Caroline Novinic/Dave Clarke	848	Newmarket	T17	Hanlon Team	929	Mississauga
7	The Quality Homes Team	237	Ottawa	T17	Stevens	838	Whitby
8	Team Bourque	237	Ottawa	T17	The Chan Team	929	Mississauga
9	Allan Team	571	Kitchener	18	Team Marie-France Vachon	937	Montreal
10	The Lee Team	837	Toronto	19	Anderson Team	929	Mississauga
11	Curtis Knight Team	571	Kitchener	T20	Frigault/Schott	403	Toronto
12	Ken and Lisa	237	Ottawa	T20	Stage & Sold Team	656	Mississauga
13	Hughes-Workman Realty Team	777	Toronto	T20	Beaudry/Klein	237	Ottawa

## Group (3 or more Producing Associates)

Group		Market Centre		Group		Market Centre	
1	Team Cheff-Lanctot	937	Montreal	13	Jim Reitzel	571	Kitchener
2	The Peggy Hill Team	926	Barrie	14	Mitchell Team	848	Newmarket
3	Pilon/Hamilton	237	Ottawa	15	The McSporran Team	904	Burlington
4	Lisa Fayle Team	838	Whitby	16	Hasyj and Flanagan	571	Kitchener
5	Mike Clarke Group	777	Toronto	17	Tony and Denise	571	Kitchener
6	The Drisdelle Team	941	Fredericton	18	The Vatandoust Team	838	Whitby
7	Peroff Team	848	Newmarket	19	Cleeves Team	571	Kitchener
8	Eric & Juliana Vallee Marketing Systems	936	Burnaby	20	Kevin Larose Team	929	Mississauga
9	Team Bourgon Boulerville	237	Ottawa	21	Mulholland and Ross	837	Toronto
T10	Home Team Ottawa	237	Ottawa	22	The Mullin Lloyd Team	838	Whitby
T10	The Shawn Lepp team	838	Whitby	23	Santa Sells Houses Team	890	London
11	Dekker Team	425	Ottawa	24	Premier Real Estate Group	237	Ottawa
12	Evans-El Attar Property Group	237	Ottawa	25	Doug Coulter Team	571	Kitchener

## CONGRATULATIONS



#1

Region in Owner Profit Growth - **96%**

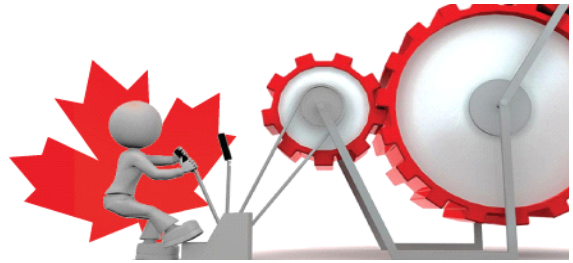
#3

Region in GCI Increase - **24%**

**100%**

Market Centre Profitability!

Congratulations to our top performing Market Centres in the **Growth Initiative!**



### Top 5 Team Leader Appointments

1.	KW Energy - Sandra O'Donohue	30
2.	KW Referred Urban - Jamie Purvis	29
3.	KW Realty Centres - Maureen Marsiglio	28
4.	KW Advantage - Rhonda LaFlamme	24
5.	KW Real Estate Associates - Natalie Forde	20

### Top 5 Gross Agents

1.	KW Ottawa	6
T2.	KW Energy	5
T2.	KW Referred Urban	5
T2.	KW Urbain	5
T5.	KW Advantage	4
T5.	KW Edge	4

### Top 5 Net Agents

1.	KW Advantage	4
2.	KW Energy	3
T3.	KW Edge	2
T3.	KW Experience	2
T3.	KW Ottawa	2

### Top 5 Owner Profit

1.	KW Ottawa
2.	KW Realty Centres
3.	KW Energy
4.	KW Advantage
5.	KW Referred



## KW VIP - Ottawa



Congratulations to Theresa Quann Baker on her first competitive athletic event - the Aquathon!

## KW Referred - Toronto



## KW Black Diamond - Burnaby



A KW Black Diamond Event! Social night at the Race Track with 21 of their agents!



## Market Centre *News*



## KW Select - Halifax

Danielle Parsons from KW Select celebrating her first closing! Congratulations!

## KW Advantage - Toronto

Mark Loeffler beginning the first session of 36:12:3 at KW Advantage with a bang!



## KW Referred Urban - Toronto



KW Referred Urban's summer BBQ, thanks to our Amazing chief, Jason Gavadza



## Market Centre

# News

### KW Select - Halifax - Charity Golf Tournament



### KW Realty Solutions - Mississauga



Pool party at KW Realty Solutions for their July Social!

### KW Urbain - Montreal

KW Urbain Agent & Cultural Ambassador, Marie France Vachon, combined a cocktail reception at one of her upper end homes she has listed with displaying art at this home (from a well-known local artist). They agreed to donate 10% of any sale of art to KW Cares! What a creative idea to raise funds for KW Cares!

À l'occasion d'une caravane immobilière, vous êtes cordialement invité à un cocktail dînatoire formule 5 à 7. Des mises en bouche et des breuvages alcoolisés vous seront servis au courant de la soirée.

Vous pourrez aussi admirer et même acheter les toiles de la jeune artiste peintre Sophie Deschênes qui seront exposées dans la propriété! Pour chacune des toiles vendues, Mme Deschênes versera 10% du profit à la fondation Kw Care.

S'il-vous-plaît, confirmez votre présence à Valérie Roy  
514.787.6974 ou [valerie@mariefrancevachon.com](mailto:valerie@mariefrancevachon.com)

Mardi 12 août | 203, 34e Avenue  
de 17h à 19h | Lachine, Montréal, Qc  
H8T1Z4

*Nous vous attendons avec impatience !!!*



Équipe Marie-France Vachon  
Courtier Immobilier Agréé



### KW Lifestyles - London



Jeff Glover & Taylor Kerrigan Top 25 Team in the US! Speaking about their success and overcoming road-blocks. An amazing morning filled with high level learning!

Invitation  
à un  
cocktail!

Mardi 12 août  
17h à 19h

**kw URBAIN**  
KELLERWILLIAMS



## Your Canadian Leadership Team



**Diane Mitchell**  
Canadian Director



**Heather Prentice**  
Operations Manager



**Jeannette Seguin**  
Regional MCA

**Keller Williams Canada** Tel: 416.637.8340 Toll Free: 855.637.8340 Fax: 905.895.8579

Email: [kwrg30@kw.com](mailto:kwrg30@kw.com) Website: [www.KellerWilliamsRealty.ca](http://www.KellerWilliamsRealty.ca)

## Upcoming Events - Mark your Calendar!

### SEPTEMBER

Franchise Systems Orientation  
RED Rally  
Mega Camp and Masterminds  
KW Canada Reception  
KW Canada RALC Meeting  
Party with a Purpose for KW Kids Care  
Commercial Retreat  
Mega Recruit Select - Whitby

September 11-13  
September 14  
September 15-19  
September 17  
September 17  
September 18  
Mega Camp  
September 26

### OCTOBER

Recruit Select  
Action Training  
Train the Trainer Advanced – Toronto  
Leadership & Motivation  
Expansion Systems Orientation  
Recruiting Great Agents  
Franchise Systems Orientation  
FSTB – Woodstock, ON  
FSTB – GTA East, ON  
FSTB - GTA West, ON  
FSTB – Ottawa, ON  
FSTB – Halifax, NS  
RD Meeting  
Retention: Keeping Agents First  
OP Boot Camp  
MCA Success in the Office

October 6-7  
October 8  
October 8-9  
October 9  
October 16-17  
October 20-21  
October 20-22  
October TBC  
October TBC  
October TBC  
October TBC  
October TBC  
October 22  
October 22  
October 23-24  
October 23-24

Registration at: [millionairesystems.ca](http://millionairesystems.ca)

kw | WI4C2TS 

THE KELLER WILLIAMS REALTY

— *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

**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 KW Canada Community on Facebook & Twitter.

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