

KW Summer Fun!

Inside

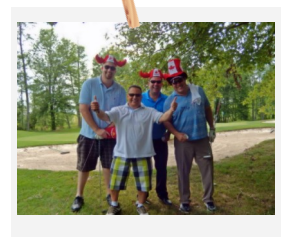
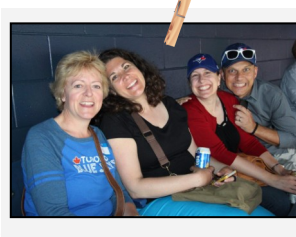
- KW Summer Fun!
- MEGA CAMP coming soon...
- Inspirational Stories
- KW Tech Ambassador
- KW MAPS Coaching
- Stats
- KW News
- KW Events

Up Coming Events

- Mega Camp - Sept 15-19
- Train the Trainer
Advanced - October 8 & 9
- Cultural & Leadership
Summit - Nov 17-21

Contact your Team Leader!

Summer is finally here and at KW we know that work can be fun too! We believe time spent together is important to building relationships by fostering a sense of camaraderie and increasing our overall culture. Whether it be for charity, or simply to spend quality time together, here are just a few of the many ways in which our Brokerages from across Canada have been able to get a bigger taste of summer by bringing a little fun to the office!



So far this summer, we golfed, rowed, had scavenger hunts, cycled, gathered at sporting events, we dressed up, and even dressed down...Oh, and we even managed to get down to business by ranking in the KWRI TOP GROWTH REGION YTD in Canadian Owner Profits, GCI & Market Centre Profitability. Can't wait for the rest of the summer...**Booyah!**

Check out our KW NEWS section to view more photos...

SAVE THE DATE

Sept 15 - 19, 2014
AUSTIN, TX

AUSTIN, TX
9/
15-19

MEGA CAMP

ACCELERATE YOUR AMBITION

Mega Camp is the hub where top-producing real estate professionals unite to network with the industry's most esteemed leaders.

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!

*Also join us for our
Cultural Summit & Masterminds*

Join us at Mega Camp
and expand your professional and personal development.
Register @ www.mapscoaching.kw.com/mega-camp

**For more details on this event please contact your Market Centre Team Leader
or register at: www.mapscoaching.kw.com/mega-camp**

Inspirational Stories



Stephen Hanlon

KW Realty Solutions - Mississauga



« I'm 29 years cancer-free and enjoying each day »

When his brother, Ottawa Hospital Research Institute Chief Operating Officer Robert Hanlon approached Stephen about raising funds for the Hospital where he had been treated nearly 30 years earlier, Stephen eagerly agreed.

He still credits his surgeon, Dr. Patrick Murphy, Dr. Stewart (who still works at TOH), and his team of nurses for saving his life.

"They were just remarkable," said Stephen, who will be riding 100 miles on September 6 to honour them.

To read more about Stephen's incredible story, visit: [Ride the Rideau - Stephen Hanlon](#)

« Je suis sans cancer depuis 29 ans et je profite de chaque journée »

Lorsque son frère, Robert Hanlon, directeur de l'exploitation de l'Institut de recherche de l'Hôpital d'Ottawa, a demandé à Stephen de recueillir des fonds pour l'Hôpital où il avait été traité quelque 30 ans plus tôt, Stephen a accepté avec enthousiasme.

Il continue à dire que ce sont son chirurgien, le Dr Patrick Murphy, le Dr Stewart (qui travaille toujours à L'HO) et son équipe d'infirmières qui lui ont sauvé la vie.

"Ils ont été tout à fait remarquables", a conclu Stephen, qui parcourra 100 milles à vélo le 6 septembre en leur honneur.

[Pour en savoir plus.](#)



KW CARES Update

So far in 2014, KW CARES has helped KW family members with grants totaling **\$1,272,627!**

\$23,900 Has been granted directly to Canadians!

We appreciate all you do to support the KW CARES mission. We couldn't have done it without your support and dedication - thank you from the bottom of our hearts.

As of June 30th, Canadian Market Centres have contributed \$13,728



FIFA WORLD CUP
Brasil

CONGRATULATIONS GERMANY



for taking home the 2014 FIFA World Cup!



DO YOU KNOW A TECHNOLOGY EXPERT?



mykw

Google Apps

eAgentC

KWConnect.

market leader.

eEdge

WOLFNET®

Consider the kw Technology AMBASSADOR Program!

EXPECTATIONS:

- Conduct consistent, comprehensive technology training for KW Technology tools for the associates in the Market Centre, thus driving high levels of adoption and ongoing usage.
- Actively participate in Ambassador events, including weekly webinars
- Serve as a KW Technology resource and advocate on social media channels

BENEFITS:

When you identify associates in your Market Centre as KW Tech Ambassadors, they will receive:



- Advance notice of new KW technology products and features by way of:
 - o Weekly KW Technology Ambassador newsletters
 - o Weekly Ambassador webinars with the KWRI eTraining Team
- Opportunities to beta test new KW technology products and features
- Access to the Ambassador forums on my.kw.com/eEdge
- Access to the KW Tech Trainer Toolbox
- A bona fide KW Tech Ambassador email signature logo



Dianna Kokoszka, President of MAPS Coaching



MAPS President Dianna Kokoszka sends a High Five to some of our Top 5's in MAPS Coaching!

"What I love about the agents in MAPS coaching is they are always sharing. You see them on training calendars, traveling to Market Centres and coming from a place of contribution. Their growth mindsets have them thinking Big and being BOLD."

*Mary-Anne Gillespie,
MAPS Mastery Coach*



- Peggy Hill** - #1 GCI in Canada
- Dave Fletcher** #4 GCI at KW Ottawa
- Liane McKinley** tied for #5 GCI at KW Ottawa
- Craig Sherwood** - #1 GCI at KW Referred
- Carlo Sconza** - #4 GCI at KW Referred
- Yetta Dekker** - #1 GCI at KW Solid Rock
- Jenna Swinwood** - #4 GCI at KW Solid Rock
- Paul Allan** - #1 GCI at KW Golden Triangle
- Roy Cleeves** - #2 GCI at KW Golden Triangle
- Jim Reitzel** - #4 GCI at KW Golden Triangle
- Shaw Hasyj & Nathan Flanagan** - #5 GCI at KW Golden Triangle
- Mark Loeffler** - #2 GCI at KW Edge
- Shawn Lepp** - #2 GCI at KW Energy
- Tom Mitchell** #1 in GCI at KW Realty Centres
- Matthew Santagapita** #1 GCI at KW Lifestyles
- Owen Price** #2 GCI at KW Lifestyles
- Richard Thyssen** #3 GCI at KW Lifestyles
- Eric & Juliana Vallee** - #1 GCI at KW Black Diamond
- Darcy Schlechtleitner** - #5 GCI at KW Black Diamond

To find out how MAPS Coaching can help YOU visit <http://mapscoaching.kw.com/>

KW Canada Current Rankings

Top Canadian Market Centres - KWRI

YTD 6.30.14 Ranking out of 675 Market Centres in North America

Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	23
KW Advantage Realty, Toronto	106
KW Referred Realty, Toronto	132
KW Urbain, Montreal	175
KW Neighbourhood Realty, Toronto	213

Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	23
KW Advantage Realty, Toronto	106
KW Referred Realty, Toronto	132
KW Energy Real Estate, Whitby/Oshawa	234
KW Edge Realty, Burlington	243

Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	4
KW Edge Realty, Burlington	50
KW Elite Realty, Port Coquitlam, BC	94
KW Energy Realty, Whitby/Oshawa	96
KW Advantage Realty, Toronto	107

Market Centres - Ranked by Closed Units

KW Ottawa Realty, Ottawa	11
KW Energy Realty, Whitby/Oshawa	157
KW Select Realty, Halifax	254
KW Golden Triangle, Kitchener	261
KW Realty Centres, Newmarket/Aurora	268

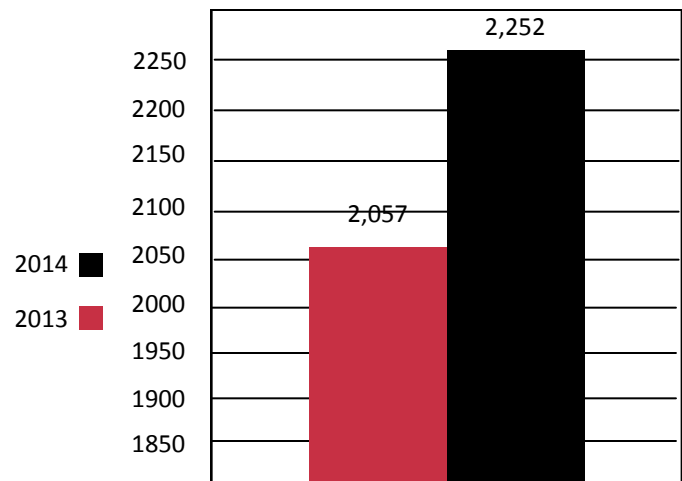
Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	13
KW Energy Realty, Whitby/Oshawa	132
KW Advantage Realty, Toronto	160
KW Edge, Burlington	209
KW Realty Centres, Newmarket/Aurora	238

Agent Count KW Canada

MOM 6.30.14

+9.5%

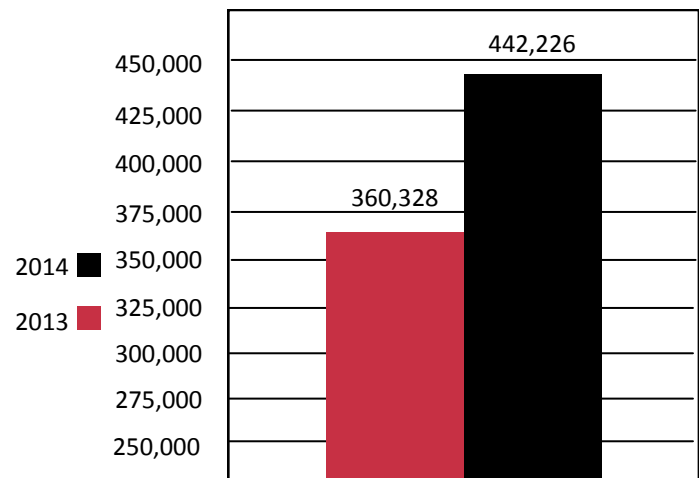


Agent Count

Profit Share KW Canada

MOM 6.30.14

+22.7%



Profit Share

KW Canada Top 25 Producer GCI

All numbers reflect YTD production 6.30.14

Individual

Associate		Market Centre		Associate		Market Centre			
1	Craig	Sherwood	403	Toronto	13	Stewart	Madden	848	Newmarket
2	Alexandra	Brott	930	Toronto	14	Lee	Lander	848	Newmarket
3	Lauren June	Haw	930	Toronto	15	Thom	Fountain	237	Ottawa
4	Suzanne	Lewis	777	Toronto	16	Guy	Cooley	269	Calgary
5	Brenda	Kielbratowski	873	Bedford	17	Joanne	James	237	Ottawa
6	James	Benson	777	Toronto	18	Wassim	Labateya	937	Montreal
7	Jean	Richer	237	Ottawa	19	Irene	Bilinski	237	Ottawa
8	Trevor	Street	833	Port Coquitlam	20	Belinda	Mulford	927	Toronto
9	Kelly	Fry	833	Port Coquitlam	21	Bosko	Scepanovic	403	Toronto
10	Anna	Turner	237	Ottawa	22	Wendy	Starr	904	Burlington
11	Mohnish	Aggerwal	237	Ottawa	23	Krista	Halder	929	Mississauga
12	Jeffrey	Lyons	425	Ottawa	24	Kevin	Dixon	848	Newmarket
					25	David	Binns	777	Toronto

Team (2 Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	Skaiff Home Marketing Group	237	Ottawa	13	Blaskie/Darling Team	237	Ottawa
2	The Huber Team	833	Port Coquitlam	14	Caroline Novinic/Dave Clarke	848	Newmarket
3	Vickie Cooper & Associates	904	Burlington	15	Jason VanStiphout Team	838	Whitby
4	KOBLE Commercial Property Group	237	Ottawa	16	The Kelly Team	904	Burlington
5	The Lee Team	837	Toronto	17	The Referral Team	930	Toronto
6	Kaushansky & Brown Team	927	Toronto	18	Ken and Lisa	237	Ottawa
7	Weir Team	777	Toronto	19	Inward/Barrett Team	777	Toronto
8	Allan Team	571	Kitchener	20	Frigault/Schott	403	Toronto
9	The Michael McDougall Team	838	Whitby	21	Hanlon Team	929	Mississauga
10	The Oakes Home Team	237	Ottawa	22	Team Melanie Dubois	937	Montreal
11	McKinley Team	237	Ottawa	23	Stage & Sold Team	656	Mississauga
12	Team Daniel Berger	937	Montreal	24	Sheila Morrison Team	269	Calgary
				25	The Chan Team	929	Mississauga

Group (3 or more Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	The Peggy Hill Team	926	Barrie	13	Farquhar Advantage Team	927	Toronto
2	Lisa Fayle Team	838	Whitby	14	The McSporrnan Team	904	Burlington
3	Eric & Juliana Vallee Marketing Systems	936	Burnaby	15	Turner Weber Team	904	Burlington
4	Mike Clarke Group	777	Toronto	16	The Shawn Lepp team	838	Whitby
5	Kevin Larose Team	929	Mississauga	17	Kate Peterson Team	929	Mississauga
6	Dekker Team	425	Ottawa	18	The Vatandoust Team	838	Whitby
7	Mulholland and Ross	837	Toronto	19	Jim Reitzel	571	Kitchener
8	Home Team Ottawa	237	Ottawa	20	The Mullin Lloyd Team	838	Whitby
9	Mitchell Team	848	Newmarket	21	Tony and Denise	571	Kitchener
10	Team Cheff-Lanctot	937	Montreal	22	Hasyj and Flanagan	571	Kitchener
11	Peroff Team	848	Newmarket	23	Provencher Team	777	Toronto
12	Pilon/Hamilton Team	237	Ottawa	24	Trent Gustus Team	269	Calgary
				25	Papineau/Eyking	237	Ottawa

KW Canada Top 25 Producers Units

All numbers reflect YTD production 6.30.2014

Associate		Market Centre		Associate		Market Centre	
1	Marvin Alexander	848	Newmarket	14	Wassim Labateya	937	Montreal
2	Brenda Kielbratowski	873	Bedford	15	Seema Sood	833	Port Coquitlam
3	Jean Richer	237	Ottawa	16	Kevin Stacey	873	Bedford
4	Trevor Street	833	Port Coquitlam	17	Scott MacTavish	941	Fredericton
5	Andrew Bolton	848	Newmarket	T18	Lee Lander	848	Newmarket
6	Jin Chen	237	Ottawa	T18	Joanne James	237	Ottawa
7	Larry Allen	873	Bedford	T18	Wendy Starr	904	Burlington
8	Craig Sherwood	403	Toronto	T18	Laura Voicu	237	Ottawa
9	Guy Cooley	269	Calgary	T18	Anne Marie McGinley	941	Fredericton
T10	Jeffrey Lyons	425	Ottawa	23	Scott Cooper	926	Barrie
T10	Jenna Swinwood	425	Ottawa	24	Stewart Madden	848	Newmarket
T12	Irene Bilinski	237	Ottawa	T25	James Benson	777	Toronto
T12	Taha Al-Shaikhly	237	Ottawa	T25	Kelly Fry	833	Port Coquitlam
				T25	Jonathan Edwards	930	Toronto

Team (2 Producing Associates)

Team		Market Centre		Team		Market Centre	
1	Skaff Home Marketing Group	237	Ottawa	14	Team Marie-France Vachon	937	Montreal
2	The Huber Team	833	Port Coquitlam	T15	Ken and Lisa	237	Ottawa
3	McKinley Team	237	Ottawa	T15	Team Daniel Berger	937	Montreal
4	Team Gerrits	873	Bedford	17	Marcus Team	237	Ottawa
5	Blaskie/Darling Team	237	Ottawa	T18	Beaudry/Klein	237	Ottawa
6	The Lee Team	837	Toronto	T18	Team Bourque	237	Ottawa
T7	Allan Team	571	Kitchener	T18	The Kelly Team	904	Burlington
T7	The Michael McDougall Team	838	Whitby	T18	Kaushansky & Brown Team	927	Toronto
9	Jason VanStiphout Team	838	Whitby	T22	The Referral Team	930	Toronto
10	The Oakes Home Team	237	Ottawa	T22	Frigault/Schott	403	Toronto
T11	Hughes-Workman Realty Team	777	Toronto	24	Team Melanie Dubois	937	Montreal
T11	Caroline Novinic/Dave Clarke	848	Newmarket	T25	The Malec & Moore Team	904	Burlington
13	Thyssen Group	890	London	T25	Priority Team	890	London
				T25	Weir Team	777	Toronto

Group (3 or more Producing Associates)

Group		Market Centre		Group		Market Centre	
1	Team Cheff-Lanctot	937	Montreal	14	Evans-El Attar Property Group	237	Ottawa
2	The Peggy Hill Team	926	Barrie	15	The Vatandoust Team	838	Whitby
3	Pilon/Hamilton Team	237	Ottawa	16	Hasyj and Flanagan	571	Kitchener
4	Mike Clarke Group	777	Toronto	T17	Mitchell Team	848	Newmarket
T5	Lisa Fayle Team	838	Whitby	T17	The McSpornan Team	904	Burlington
T5	The Drisdelle Team	941	Fredericton	19	The Shawn Lepp team	838	Whitby
7	Eric & Juliana Vallee Marketing Systems	936	Burnaby	20	Kevin Larose Team	929	Mississauga
8	Peroff Team	848	Newmarket	21	Doug Coulter Team	571	Kitchener
9	Jim Reitzel	571	Kitchener	22	Team Audrey Hammond	937	Montreal
10	Team Bourgon Boulерice	237	Ottawa	23	Cleeves Team	571	Kitchener
11	Tony and Denise	571	Kitchener	24	Santa Sells Houses Team	890	London
12	Home Team Ottawa	237	Ottawa	25	The Mullin Lloyd Team	838	Whitby
13	Dekker Team	425	Ottawa				

Congratulations to our top performing
Market Centres in the

Growth Initiative!



Top 5 Team Leader Appointments

1.	KW Realty Centres - Maureen Marsiglio	29
2.	KW Urbain - Donna Dalonzo	28
3.	KW Neighbourhood - Angela Self	21
4.	KW Golden Triangle - Steve Smith	17
T5.	KW Real Estate Associates - Natalie Forde	15
T5.	KW Realty Solutions - Sunny Daljit	15

Top 5 Gross Agents

1.	KW Edge	14
2.	KW Select	10
T3.	KW Energy	7
T3.	KW Urbain	7
5.	KW Ottawa	6

Top 5 Net Agents

1.	KW Edge	13
2.	KW Select	7
3.	KW Energy	6
4.	KW Urbain	5
T5.	KW Neighbourhood	4
T5.	KW Realty Solutions	4

Top 5 Owner Profit

1.	KW Ottawa
2.	KW Referred
3.	KW Advantage
4.	KW Elite
5.	KW Realty Solutions

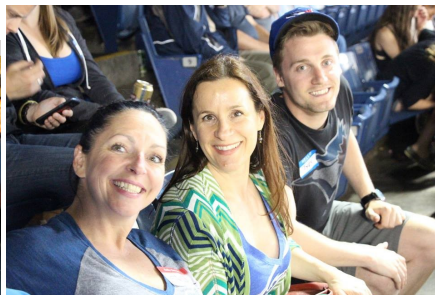
All numbers reflect YTD 6.30.2014



KW Neighbourhood - Toronto



The Julie Kinnear Team hosted a Blue jays client appreciation night with 100% attendance!



Market Centre *News*

KW Edge - Burlington



KW Associate Justin Loncaric and his team raised \$5,800 in support of Breakfast for earning, a national charity whose mission is to ensure all children and youth in Canada attend school well nourished!

KW Energy - Whitby/Oshawa

KW Urbain - Montreal



Notre administrateur, Maureen Barnett, nous montre ce que nos courtiers ont gagné grâce à notre programme de partage de profit jusqu'à date! Go KW Urbain go!

Our MCA, Maureen Barnett, showing what our brokers have earned in profit share to date! Go KW Urbain go!



A first for KW Canada! A Scavenger Hunt and Car Rally!

Market Centre

News

KW Realty Centres Golf Tournament - Newmarket



KW Lifestyles - London



KW Lifestyles hosted a "Win with Sellers with Jim Reitzel seminar featuring a full house of attendance!"

KW Referred - Toronto



Chuck Charlton sharing how he generated 100 apts in 120 days to a full house.

KW - Referred Urban - Toronto



Monte Burris sharing his models and systems to a full house for our monthly Listing Presentation series.

KW Realty Solutions - Mississauga



20+ associates participated in a rowing event and office social for a monthly Wellness Initiative!

Your Canadian Leadership Team



John Furber
Canadian Director



Diane Mitchell
Canadian Director



Heather Prentice
Operations Manager



Jeannette Seguin
Regional MCA

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Email: kwrg30@kw.com Website: www.KellerWilliamsRealty.ca

Upcoming Events - Mark your Calendar!

August 2014

Expansion Systems Orientation
Launch
Train the Trainer Advanced
BOLD Launch - Calgary
Franchise Systems Orientation
Leadership Lunch & Learn - Toronto
RD Meeting
Train the Presenter
Mega Recruit Select - Barrie
Mega Action, Training, Leadership & Motivation - Barrie
Mega Recruit Select - Toronto
Recruit Select
Market Center Financials
Action Training
MCA Success In The Office
Leadership & Motivation
Drive

August 6-7
August 11
August 11-12
August 14
August 12-14
August 13
August 13
August 13-14
August 19
August 20
August 25
August 25-26
August 25-26
August 27
August 27-28
August 28
August 29

SEPTEMBER

Franchise Systems Orientation
RED Rally
Mega Camp and Masterminds
KW Canada Reception
KW Canada RALC Meeting
Commercial Retreat

September 11-13
September 14
September 15-19
September 17
September 17
Mega Camp - TBD

Registration at: 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

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