

REDDAY  
RENEW • ENERGIZE • DONATE



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- KW Canada Welcomes...
- In The Media
- Mega Agent Expansion Tour
- Stats
- KW News
- KW Events

### Up Coming Events

- Train the Presenter **Ottawa**  
June 9-10
- Train the Presenter **Toronto**  
June 11-12
- Expansion Tour **Ottawa**  
June 19
- Expansion Tour **Toronto**  
June 20

Contact your Team Leader!

*Giving Where We Live!* 🍁

RED Day (Renew, Energize and Donate) is an Initiative dedicated to celebrating Keller Williams Realty's year round commitment to improving our local communities.

This year on May 8<sup>th</sup>, tens of thousands of associates across the United States and Canada participated in a wide range of projects, devoting our time to renewing and energizing aspects of the neighbourhoods in which we serve.

This event is an entrenched part of Keller Williams Realty's culture and displays the extraordinary effect a company can have when individuals come together to work as a team for the greater good of everyone.

At Keller Williams Realty, we know that **CHARACTER BUILDS CULTURE** and is the backbone of our belief system.

Here are just some of the many ways in which KW Canada brokerages gave back!



Check out our RED Day community events in the KW NEWS section!

## Keller Williams Canada Welcomes...



**Operating Principal  
Dan Corcoran**

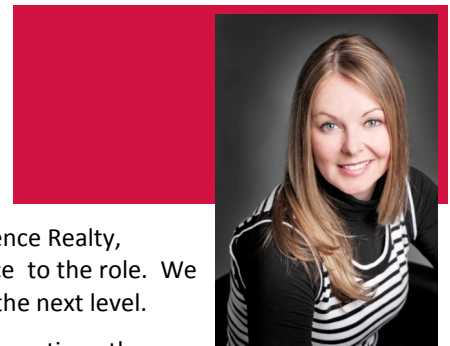
### Keller Williams Complete Realty

We are pleased to announce our newest Market Centre #963, Keller Williams Complete Realty, Brokerage in Hamilton, Ontario under the leadership of Operating Partner Dan Corcoran. Dan is not new to leadership with KW, prior to his OP role he was the Team Leader at Keller Williams Advantage. Please join us in wishing Dan and his launching core group a very warm welcome and huge success.

Dan shared, "Susan and I are excited to continue the tradition of spreading Keller Williams Culture and proven Business Models across Canada. As we expand into the Hamilton area, we are honoured that so many top agents in the industry have joined us. Our shared vision to be the Real Estate company of choice continues to be enhanced by the talent we continue to attract. We all look forward to the coming years as Keller Williams continues to be a force in the Hamilton Marketplace and beyond!"



### Kari Murray Team Leader Keller Williams Experience Realty



We are honoured to announce Kari Murray as Team Leader at Keller Williams Experience Realty, Brokerage in Barrie, Ontario. Kari brings years of leadership and real estate experience to the role. We are thrilled to be in business with Kari and look forward to watching her take KWE to the next level.

Kari feels similar as she states: "I am enthusiastic about taking on this new role and to continue the momentum in the growth of our Brokerage. I am excited to be a part of a company who's Mission "To Build Careers Worth Having, Businesses Worth Owning and Lives Worth Living" is in line with my own Beliefs and Goals."

### In the Media...

Keller Williams Urbain Broker featured article in RSVP Magazine.  
Courtière Immobilière se trouve dans un article du *magazine RSVP*.  
RSVP is Montreal's only bilingual society magazine.



**MIA EFRAIM**  
Courtière immobilière/Real Estate Broker

Mia tire sa fierté de l'aide qu'elle apporte aux autres. Sa philosophie est de toujours offrir le meilleur service à chacun de ses clients. Elle a commencé comme simple assistante il y a quelques années et y a trouvé sa vocation. Elle ne pouvait avoir mieux tombé que chez KW Urbain, agence immobilière mise sur pied par des courtiers pour des courtiers qui a récemment fait son entrée

[VEUILLEZ LIRE L'ARTICLE COMPLET ICI.](#)

Mia prides herself in finding solutions for people. Her raison-d'être is to continuously set the highest standard for caring for each and every client she encounters. What started out as an assistant job several years ago ended up as her calling – and she couldn't be part of a better company. KW Urbain, a real estate agency built by brokers for brokers, recently spread its wings into

[READ THE ENTIRE ARTICLE HERE.](#)

# MEGA AGENT EXPANSION TOUR

Discover the NEXT EVOLUTION in Real Estate Teams

**JOIN US FOR THIS POWER  
PACKED HALF-DAY EVENT**

**Ottawa/Toronto**

June 19, 2014 in Ottawa

&

June 20, 2014 in Toronto

Ticket Price: \$49

**REGISTER NOW!**

Visit [mykw.kw.com/expansiontour](http://mykw.kw.com/expansiontour) to  
reserve your spot.

Based on the vision of Gary Keller and the collective masterminding of top millionaire agents across North America, KW is rolling out a revolutionary, ground-breaking program, Mega Agent Expansion, to help mega agent teams expand across office, state and even international borders!

#### JOIN US TO GET:

- An Expansion Checklist for what you need to achieve before you expand – and a roadmap to get you there
- The Expansion Model for the Mega Agent: when, where, and with whom to expand
- Five mistakes that other Expansion Agents have made—and how to learn from them
- Overview of the Mega Agent Expansion program, including support systems, our ongoing training and Mastermind sessions
- Everything agents and market center leadership need to know about expansion systems and support

Brought to you by **MAPS Coaching**



**KRISTAN COLE**

Kristan is the Vice President of Mega Agent Expansion for Keller Williams Realty International and an Expansion Agent in Wasilla, AK; Anchorage, AK; Scottsdale, AZ; and expanding soon in Salt Lake City, UT.

**KELLERWILLIAMS.**

**KW Canada Current Rankings**

**Top Canadian Market Centres - KWRI**

YTD 4.30.14 Ranking out of 675 Market Centres in North America

**Market Centres - Ranked by Owner Profit**

KW Ottawa Realty, Ottawa	43
KW Advantage Realty, Toronto	122
KW Urbain, Montreal	154
KW Referred Realty, Toronto	196
KW Energy Realty, Toronto	258

**Market Centres - Ranked by Profit Share**

KW Ottawa Realty, Ottawa	43
KW Advantage Realty, Toronto	125
KW Referred Realty, Toronto	197
KW Energy Realty, Toronto	265
KW Golden Triangle, Kitchener	336

**Market Centres - Ranked by Closed Volume**

KW Ottawa Realty, Ottawa	4
KW Elite Realty, Port Coquitlam, BC	107
KW Energy Realty, Whitby/Oshawa	120
KW Realty Centres, Newmarket/Aurora	133
KW Advantage Realty, Toronto	135

**Market Centres - Ranked by Closed Units**

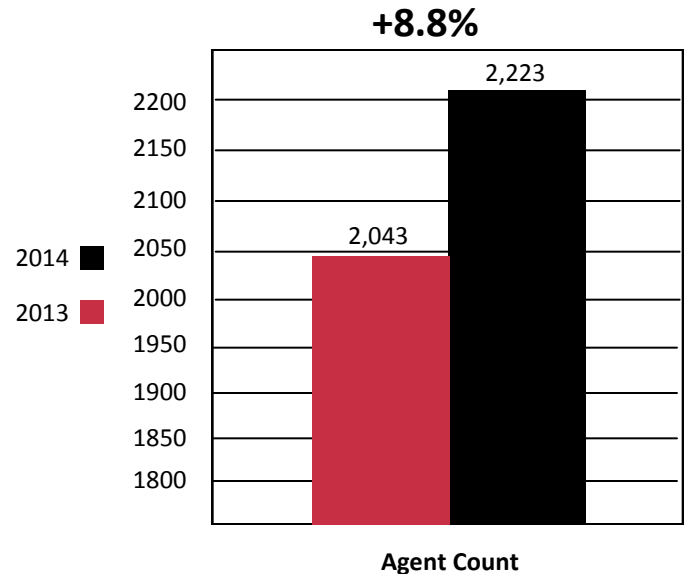
KW Ottawa Realty, Ottawa	13
KW Energy Realty, Whitby/Oshawa	193
KW Advantage Realty, Toronto	244
KW Realty Centres, Newmarket/Aurora	260
KW Golden Triangle, Kitchener	299

**Market Centres - Ranked by Closed GCI**

KW Ottawa Realty, Ottawa	15
KW Energy Realty, Whitby/Oshawa	158
KW Advantage Realty, Toronto	192
KW Realty Centres, Newmarket/Aurora	237
KW Elite Realty, Port Coquitlam	267

**Agent Count KW Canada**

MOM 4.30.14



**CREA CORNER**

The Canadian Real Estate Association

**Did You Know?**

- National home sales rose 2.7% from March to April.
- The number of newly listed homes climbed 2.9% from March to April.
- The Canadian housing market remains in balanced territory. • The national average sale price rose 7.6% on a year-over-year basis in April.
- The MLS® Home Price Index (HPI) rose 5.0% year-over-year in April.



RED Day Edition

# 1 KW News

May 2014

News & Events at KW Canada

## KW Canada Top 25 Producer GCI

All numbers reflect YTD production 4.30.14

### Individual

#### Associate

1	Mohnish	Aggerwal
2	Kevin	Dixon
3	Lauren June	Haw
4	Thom	Fountain
5	Nuria	Cano-Ortiz
6	Trevor	Street
7	Kelly	Fry
8	Daniel	Berger
9	Joanne	James
10	Alex	Sarazin
11	Dave	Roach
12	Paul	D'Aoust

#### Market Centre

237	Ottawa
848	Newmarket
930	Toronto
237	Ottawa
403	Toronto
833	Port Coquitlam
833	Port Coquitlam
937	Montreal
237	Ottawa
237	Ottawa
571	Kitchener
425	Ottawa

#### Associate

13	Jean	Richer
14	Rod	Forsythe
15	Eric	Glazenberg
16	Jin	Chen
17	James	Benson
18	Judy	Sehling
19	Alex	Brott
20	Guy	Cooley
21	Jacob	Asparian
22	Sam	Amid
23	Colt	Charlebois
24	Stewart	Madden
25	Michelle	Kupe

#### Market Centre

237	Ottawa
269	Calgary
837	Toronto
237	Ottawa
777	Toronto
936	Burnaby
930	Toronto
269	Calgary
838	Whitby
403	Toronto
237	Ottawa
848	Newmarket
237	Ottawa

### Team (2 Producing Associates)

#### Team

1	The Lee Team
2	The Koble Property Group
3	The Vatandoust Team
4	Kaushansky & Brown Team
5	Team Benson
6	Weir Team
7	Stage & Sold Team
8	Allan Team
9	The Sherwood Manian Group
10	The Oakes Home Team
11	The Michael McDougall Team
12	McKinley Team

#### Market Centre

837	Toronto
237	Ottawa
838	Whitby
927	Toronto
237	Ottawa
777	Toronto
656	Mississauga
571	Kitchener
403	Toronto
237	Ottawa
838	Whitby
237	Ottawa

#### Team

13	The Kelly Team
14	Jason VanStiphout Team
15	Caroline Novinic/Dave Clarke
16	Team Molkos
17	Sheila Morrison Team
18	Frigault/Schott
19	Bertrand Team
20	Ken and Lisa
21	Ackerman Team
22	Hanlon Team
23	Team Bourque
24	The Referral Team
25	Lameiras Team

#### Market Centre

904	Burlington
838	Whitby
848	Newmarket
403	Toronto
269	Calgary
777	Toronto
237	Ottawa
237	Ottawa
833	Port Coquitlam
929	Mississauga
237	Ottawa
930	Toronto
838	Whitby

### Group (3 or more Producing Associates)

#### Group

1	Eric & Juliana Vallee Marketing Systems
2	The Peggy Hill Team
3	Peroff Team
4	The Dekker Team
5	Mike Clarke Group
6	Mitchell Team
7	Team Cheff-Lanctot
8	Skaff Home Marketing Group
9	Lisa Fayle Team
10	The Huber Team
11	Kevin Larose Team
12	Farquhar Advantage Team

#### Market Centre

936	Burnaby
926	Barrie
848	Newmarket
425	Ottawa
777	Toronto
848	Newmarket
937	Montreal
237	Ottawa
838	Whitby
833	Port Coquitlam
929	Mississauga
927	Toronto

#### Group

13	The Pilon Hamilton Team
14	Hasyj and Flanagan
15	The Mullin Lloyd Team
16	Jim Reitzel
17	The Polsinello Team
18	Piccioni Group
19	Kate Peterson Team
20	The McSporran Team
21	The Gary Cooke Team
22	The Shawn Lepp team
23	Team Bourgon Boulerville
24	TheBestTeam
25	Evans-El Attar Property Group

#### Market Centre

237	Ottawa
571	Kitchener
838	Whitby
571	Kitchener
848	Newmarket
777	Toronto
929	Mississauga
904	Burlington
833	Port Coquitlam
838	Whitby
237	Ottawa
838	Whitby
237	Ottawa

## KW Canada Top 25 Producers Units

All numbers reflect YTD production 4.30.2014

Associate			Market Centre		Associate			Market Centre	
1	Marvin	Alexander	848	Newmarket	14	Kevin	Stacey	873	Bedford
2	Andrew	Bolton	848	Newmarket	T15	Irene	Bilinski	237	Ottawa
T3	Trevor	Street	833	Port Coquitlam	T15	Barb	Levy	656	Mississauga
T3	Jin	Chen	237	Ottawa	17	James	Benson	777	Toronto
5	Jean	Richer	237	Ottawa	18	Larry	Allen	873	Bedford
6	Colt	Charlebois	237	Ottawa	T19	Kelly	Fry	833	Port Coquitlam
T7	Guy	Cooley	269	Calgary	T19	Roy	Choi	833	Port Coquitlam
T7	Taha	Al-Shaikhly	237	Ottawa	T19	Wassim	Labateya	937	Montreal
9	Dave	Roach	571	Kitchener	T19	Lee	Lander	848	Newmarket
T10	Mohnish	Aggerwal	237	Ottawa	T19	Jenna	Swinwood	425	Ottawa
T10	Joanne	James	237	Ottawa	24	Rod	Forsythe	269	Calgary
T10	Brenda	Kielbratowski	873	Bedford	25	Stewart	Madden	848	Newmarket
T10	Jack	Anbara	237	Ottawa					

## Team (2 Producing Associates)

Team		Market Centre		Team		Market Centre	
1	The Vatandoust Team	838	Whitby	T11	Hughes-Workman Realty Team	777	Toronto
2	The Lee Team	837	Toronto	T14	Kaushansky & Brown Team	927	Toronto
3	McKinley Team	237	Ottawa	T14	Team Benson	237	Ottawa
4	The Oakes Home Team	237	Ottawa	T14	Ken and Lisa	237	Ottawa
T5	Allan Team	571	Kitchener	T14	Team Marcus	237	Ottawa
T5	Jason VanStiphout Team	838	Whitby	T14	The Malec & Moore Team	904	Burlington
T7	The Kelly Team	904	Burlington	T14	Jackie Carron Team	927	Toronto
T7	Team Bourque	237	Ottawa	T14	Team Marie-France Vachon	937	Montreal
T8	Stage & Sold Team	656	Mississauga	21	Thyssen Group	890	London
T8	The Michael McDougall Team	838	Whitby	T22	Frigault/Schott	777	Toronto
T8	Caroline Novinic/Dave Clarke	848	Newmarket	T22	Bertrand Team	237	Ottawa
T11	The Sherwood Manian Group	403	Toronto	T22	The Shulman Team	403	Toronto
T11	The Referral Team	930	Toronto	25	Team Wong Number	777	Toronto

## Group (3 or more Producing Associates)

Group		Market Centre		Group		Market Centre	
1	Team Cheff-Lanctot	937	Montreal	T14	Mitchell Team	848	Newmarket
2	The Peggy Hilll Team	926	Barrie	T14	Evans-El Attar Property Group	237	Ottawa
3	Peroff Team	848	Newmarket	16	Hasyj and Flanagan	571	Kitchener
4	Eric & Juliana Vallee Marketing Systems	936	Burnaby	17	The Polsinello Team	848	Newmarket
T5	Skaff Home Marketing Group	237	Ottawa	18	The McSporran Team	904	Burlington
T5	The Pilon Hamilton Team	237	Ottawa	T19	The Shawn Lepp team	838	Whitby
7	Mike Clarke Group	777	Toronto	T19	The Mullin Lloyd Team	838	Whitby
8	Jim Reitzel	571	Kitchener	T21	The Gary Cooke Team	833	Port Coquitlam
9	The Drisdelle Team	941	Fredericton	T21	Tony and Denise	571	Kitchener
10	Dekker Team	425	Ottawa	23	Santa Sells Houses Team	890	London
T11	Lisa Fayle Team	838	Whitby	24	Doug Coulter Team	571	Kitchener
T11	The Huber Team	833	Port Coquitlam	T25	The Best Team	838	Whitby
13	Team Bourgon Boulерice	237	Ottawa	T25	The Home Team	237	Ottawa
				T25	Hocking Homes Team	926	Barrie

## Market Centre *News*

# REDDAY

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**MAY 8, 2014**  
*Exclusive*

We were thrilled to have had our KW Canada brokerages participate in RED Day! On May 8<sup>th</sup> our associates from across Canada volunteered throughout their local communities. We are so inspired by those who serve in their communities, and can't tell you what an impact it made to those you served. We all know that filling all the gaps in our communities can't be accomplished by serving just once a year. RED Day just happens to be the one-day expression of the constant state of the Keller Williams culture. Thank you to all our Associates who spent the day giving back to our community!

### KW Experience Realty - Barrie



### KW Edge Realty - Burlington



# REDDAY

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**MAY 8, 2014**  
*Exclusive*

## Market Centre

# News

### KW Black Diamond Realty - Burnaby



### KW Capital Realty- Fredericton



### KW Premiere Realty - Calgary





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**MAY 8, 2014**  
*Exclusive*

## Market Centre

# News

### KW Select Realty - Halifax



### KW Lifestyles Realty - London



### KW Real Estate Associates - Mississauga



KW - RED DAY  
JanetYu.ca - May 8, 2014

### KW Realty Solutions - Mississauga



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**MAY 8, 2014**  
*Exclusive*

## Market Centre *News*

### KW Urbain Agence Immobilière - Montreal



### KW Realty Centres - Newmarket



### KW Ottawa Realty - Ottawa



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## Market Centre

# News

### KW VIP Realty - Ottawa



### KW Elite Realty - Port Coquitlam



### KW Solid Rock Realty - Ottawa



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*Exclusive*

## Market Centre

# News

### KW Referred Realty & KW Referred Urban Realty - Toronto



### KW Advantage Realty - Toronto



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MAY 8, 2014

*Exclusive*

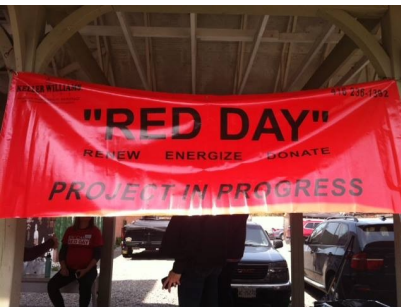
## Market Centre

# News

### KW Real Estate Service - Toronto



### KW Neighbourhood Realty - Toronto West



### KW Energy Real Estate - Whitby/Oshawa



### KW Golden Triangle Realty - Kitchener



## Upcoming Events - Mark your Calendar!

### June 2014

<b>Business Planning - Brantford</b>	<b>June 4</b>
<b>Expansion Systems Orientation</b>	<b>June 5-6</b>
<b>Launch</b>	<b>June 9</b>
<b>Train the Presenter – Ottawa</b>	<b>June 9-10</b>
<b>Franchise Systems Orientation</b>	<b>June 10-12</b>
<b>Mega Recruit Select - Burnaby</b>	<b>June 10</b>
<b>Mega Action, Training, Leadership &amp; Motivation - Burnaby</b>	<b>June 11</b>
<b>Train the Presenter – Toronto</b>	<b>June 11-12</b>
<b>Recruiting Great Agents</b>	<b>June 16-17</b>
<b>Franchise Systems Orientation</b>	<b>June 16-18</b>
<b>Mega Recruit Select - Burlington</b>	<b>June 18</b>
<b>Retention: Keeping Agents First</b>	<b>June 18</b>
<b>RD Meeting</b>	<b>June 18</b>
<b>KW Canada Top 25 Mastermind - Toronto</b>	<b>June 19</b>
<b>Expansion Tour – Ottawa</b>	<b>June 19</b>
<b>Expansion Tour – Toronto</b>	<b>June 20</b>
<b>OP Boot Camp</b>	<b>June 19-20</b>
<b>MCA Success In The Office</b>	<b>June 19-20</b>
<b>Recruit Select</b>	<b>June 23-24</b>
<b>Action Training</b>	<b>June 25</b>
<b>Leadership &amp; Motivation</b>	<b>June 26</b>

### July 2014

<b>Franchise Systems Orientation</b>	<b>July 14-16</b>
<b>RD Meeting</b>	<b>July 16</b>
<b>MCA Success In The Office</b>	<b>July 17-18</b>
<b>FIERCE Conversations</b>	<b>July 17-18</b>
<b>MAPS Coaching Skills Camp</b>	<b>July 21-23</b>

## Your Canadian Leadership Team



**John Furber**  
Canadian Director



**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)

## **KW Canada is Growing!**

**Who do YOU know that has these Skills and Qualifications?**

### **Western Area Director**

- Strong track record in residential real estate sales in Western Canada
- Leadership, management and team building skills
- Extraordinary people skills, highly influential
- Actively engaged in lead generation
- Above average recruit selection skills
- Background in training/coaching an asset
- Self directed and life-long learner
- Results oriented

### **Regional Operations Manager Assistant**

- Min. 2 years administrative experience
- Advanced Microsoft Office skills
- Excellent verbal and written communication skills
- Friendly and professional attitude

#### **Responsibilities:**

- Reception
- Events coordination
- Database management

**Call or email KW Canada with your candidate referrals 416.637.8340**

**Submit Resumes to [kwrg30.com](http://kwrg30.com)**

## 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

*Thank You to our Sponsors!*

