

## Inside

- KW Canada Welcomes
- MAPS Congratulations
- Cultural & Leadership Summit
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- KW News
- KW Events

## Up Coming Events

- Cultural & Leadership Summit  
- Nov 17-21
- Keeping Agents First  
- Dec 3
- ALC Clinic—GTA  
-Dec 4-5
- ALC Clinic—Ottawa  
-Dec 4-5
- Growth Initiative Recruit  
Select – Toronto—Jan 22 & 23

## Canadian Cultural & Leadership Summit

November 17-21st, 2014

KW leadership from across Canada gather in the exchange of ideas and information while also developing leadership skills and building the culture in the company.

- General Session
- State of the Company
- Leadership Masterminds
  - MCA's
  - Team Leaders
  - Operating Principals

Includes these must attend events!

### AGENT MASTERMIND

Join us for an afternoon of "been-there-done-that" wisdom of industry power players.

with Linda Mekissæck

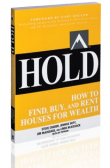


November 17<sup>th</sup> 1-4pm

## HOLD

with Linda Mekissæck

November 17<sup>th</sup>



## 10<sup>th</sup>

Annual Inspirational Breakfast

November 21<sup>st</sup>, 2014

## fierce

with Linda Mekissæck

November 18 & 19



Event Location: Hilton Garden Inn Toronto Vaughan 3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)

## Keller Williams Canada Welcomes... *Our Newest Market Centre!*

### Keller Williams Prestige West Island, QC

#### **Rock Thomas** - Operating Principal

Keller Williams Prestige, based in the region of West Island, QC followed closely on the heels of Distinction, joining us only one day later. Operating Partner, Rock Thomas, will be leading the charge. Thomas comes to us from KW Urbain in Montreal, and can best be described as dynamic and engaging. He has over 20 years of real estate experience in both sales and leadership and has a great deal of history with Keller Williams. Included in his core group are Team Leader, Donna Dalonzo and Market Centre Administrator, Helena Gunnarson.



**Helena Gunnarson**  
Market Centre Administrator

**Donna Dalonzo**  
Team Leader



*A Message from our  
New Leadership  
Team:*

Nous sommes arrivés ! KW Prestige !  
Merci à tous nos courtiers  
fondateurs! Ensemble, nous allons  
prosperer!  
We have arrived! KW Prestige!  
Thank you to all our founding  
brokers!  
Together we will prosper!



*We are very proud & honoured to be in business with each of You!*

## CONGRATULATIONS TO...

**kw** MAPS  
COACHING

**Mark Loeffler**

KW Complete - Hamilton, ON



Mark has recently been named a Keller Williams MAPS Coach. He will be our second Canadian Coach with MAPS and we could not be happier for him!

For those who have not had the pleasure of meeting Mark, he is an influential leader in the real estate industry, who exemplifies the WI4C2TS. Additionally, Mark played a key role in the launch of one of our newest Market Centres in Hamilton, ON.

He is a role model and mentor to realtors in his Market Centre and across Canada. You can always count on Mark to support his Market Centre as well as KW Canada Leadership through leading IGNITE, Investor Seminars and mastermind sessions.

We wish Mark all the best in his new role.

**Congratulations, Mark, you deserve it!**

## Also Making News



**Kirby Chan**

KW Realty Centres - Newmarket, ON

Our very own, Kirby Chan, of KWRC, has been recognized as one of the United States' and Canada's Top 500 Marketing Experts by the National Association of Expert Advisors (NAEA).

This is a huge honour, considering there are more than 1.2 million agents practicing real estate in the US and Canada.

Kirby will be given an award and recognized at a special ceremony in front of more than 600 real estate agents, experts and industry insiders during the 2014 installment of its annual Exponential Growth Summit to be held in Dallas in late October.

See the full story [HERE](#):

**Congratulations Kirby - this is amazing!**

**kw** | Technology  
AMBASSADOR

## Canada Cultural & Leadership Summit **November 17-21, 2014**

Where Our Beliefs are Fostered in a Positive and Powerful Way!

Each year KW leadership from across Canada gather in exchange of ideas and information while also developing leadership skills and building the culture in the company.

*From breakouts, to big sessions and even bigger names in real estate, we share tips, strategies and success secrets throughout the entire event.*

### **Join us this Year!**

November 17th—DRIVE with Patrick McGowan

November 17th—HOLD with Linda McKissack

November 17th - Agent Masterminds with Linda McKissack

November 18th & November 19th—Fierce Conversations with Linda McKissack

November 20th—Leadership Summit & Masterminds

November 21st—10th Annual Inspirational Breakfast

### **Accommodations**



Hilton Garden Inn Vaughan | 3201 Hwy 7, Vaughan, ON L4K 5Z7 | (905) 660-4700  
Ask for the “Keller Williams Rate” when booking

Register for events through Eventbrite at: [millionairesystems.ca](http://millionairesystems.ca)

# DRIVE

with Patrick McGowan

November 17<sup>th</sup>, 2014

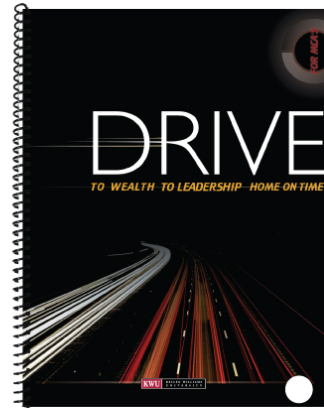


DRIVE is for MCA's & Assistant MCA's ready to learn and actively implement the tools, resources and scripts critical to building wealth in their Market Centre and solidifying their role as a profit-driving leader.

(KWRI recommends as an annual course. TL's & OP's welcome to attend.)

## MCA'S START HERE...

In this course, you will actively implement the practical tools, resources and scripts you need to build wealth in your market centre and rise to leadership as a Market Centre Administrator. You will also learn time saving techniques, and get the tools and resources that will make you more efficient on the job.



## OBJECTIVE

- Grow your leadership skills and get equipped to serve at a much higher level.
- Delve into the specifics of the MCA role in growing the market centre.
- Break down your retention tasks by leadership role – MCA, TL and OP.
- Build wealth for your market centre through the savvy interpretation of the numbers that make a difference.
- Increase your powers of communication with your OP and TL.
- Discover the tools and resources that will save you time.



For More Information Contact:  
Keller Williams Canada  
Direct: 416.637.8340  
Toll Free: 1.855.637.8340  
Email: kwrg30@kw.com

### Event Details

Cost: \$199.00 plus  
Date: November 17, 2014  
Time: 9am - 5pm

Location: Hilton Garden Inn Toronto Vaughan  
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)

# HOLD

November 17<sup>th</sup>, 2014

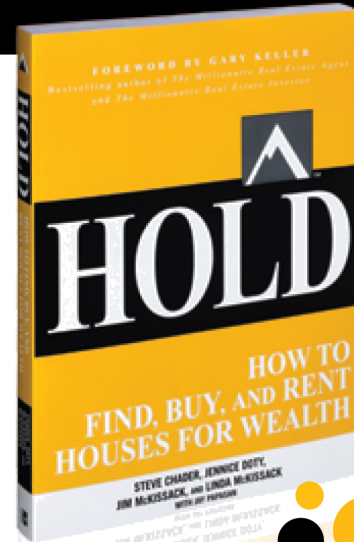


with *Linda Mekissack*

HOLD: how to find, buy and rent houses for wealth. Learn how to build a stable foundation to grow your financial future. It is not a "Get Rich Quick" book. This is about taking HOLD of your financial future!

Take **HOLD** of your  
*Financial Freedom!*

A strong financial future is key to a successful business venture or stress-free retirement. But simply having money won't get you there-building wealth will. The HOLD class will teach you how to begin your journey. Take HOLD of your financial future, and learn how to obtain financial freedom through buying and renting real estate. HOLD will teach you the proven and reliable real estate investing process to achieve financial wealth.



## OBJECTIVE

- Find – the right property for the right terms and at the right price.
- Analyze – an offer to make sure the numbers and terms make sense.
- Buy – an investment property where you make money going in.
- Manage – a property until it's paid for or you have a large amount of equity to leverage
- Grow – your way to wealth and financial freedom.



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### Event Details

Cost: \$69.00 plus  
Date: November 17, 2014  
Time: 9am - 12pm  
Location: Hilton Garden Inn Toronto Vaughan  
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7  
**Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)**



## AGENT MASTERMIND

Join us for an afternoon of "been-there-done-that" wisdom of industry power players.

**November 17<sup>th</sup>, 1-4pm** *led by Linda Mekissack*

Agent Masterminds during Summit week.

*Featuring Megs as panelists.*

Join us for this opportunity to collaborate with the best in the business and accelerate your results.

Masterminds provides educational coaching from the "been-there-done-that" wisdom of industry power players.

A round-table, lecture and seminar setting designed to grow your mindset, Masterminds is an investment that will expand your goals and refocus your daily activities.

Are you ready to EXPAND your professional and personal lives?



**For More Information Contact:**  
Keller Williams Canada  
Direct: 416.637.8340  
Toll Free: 1.855.637.8340  
Email: [kwrg30@kw.com](mailto:kwrg30@kw.com)

### Event Details

Cost: \$49.00 plus

Date: November 17, 2014

Time: 1:00 - 4:00pm

Location: Hilton Garden Inn Toronto Vaughan  
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

**Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)**

# fierce

November 18 & 19, 9am-5pm



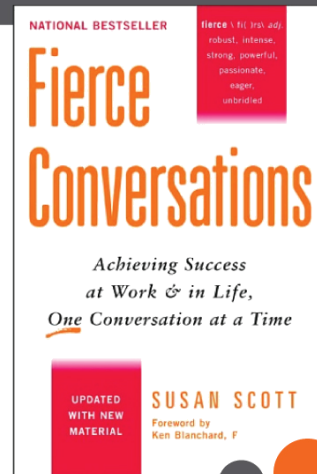
with Linda Mekissack

A "fierce conversation" is one in which we come out from behind ourselves, into the conversation, and make it real. How fierce are you conversing in your professional and personal lives?

*The conversation IS the relationship!*

This course is the cornerstone of great leadership, healthy culture, intelligent strategies and whole-hearted execution.

This program will address the three transformational ideas and seven principles that empower you to connect conversations between your personal and professional success.



## OBJECTIVE

Learn how to focus on results, initiative, and accountability.

Make every conversation real, with yourself, and then in the most challenging and important conversations you have or need to have every day.

The results will include better performance, attitudes, retention, customer relationships and improved profitability.



**For More Information Contact:**  
Keller Williams Canada  
Direct: 416.637.8340  
Toll Free: 1.855.637.8340  
Email: [kwrg30@kw.com](mailto:kwrg30@kw.com)

### Event Details

Cost: \$549.00 plus

Date: November 18 & 19, 2014

Time: 9am - 5pm

Location: Hilton Garden Inn Toronto Vaughan  
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

**Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)**



# Leadership Summit

*November 20th, 2014*

**KW leadership** from across **Canada** gather in the exchange of **ideas** and **information** while also developing **leadership skills** and building the **culture** in the company.

- General Session
- State of the Company
- Leadership Masterminds
  - MCA's
  - Team Leaders
  - Operating Principals



## Event Details

Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)

**Cost.** Free

**Date.** November 20<sup>th</sup>, 2014

**Time.** 9:00am - 5:00pm

**Registration.** 8:30am

**Location.** Hilton Garden Inn Toronto Vaughan  
3201 Hwy 7 West, Vaughan, ON L4K 5Z7



For More Information Contact:  
Keller Williams Canada  
Direct: 416.637.8340 Toll Free: 1.855.637.8340 Email: [kwrg30@kw.com](mailto:kwrg30@kw.com)

*-SAVE THE DATE-*

## 10<sup>th</sup> Annual Inspirational Breakfast

**November 21<sup>st</sup>, 2014**

*Please Join us for a Fun Filled Morning  
of Encouragement, Friendship & Fellowship...*

Live entertainment and truly amazing inspirational stories from 2014 that will surely Inspire and Motivate You!

**Keller Williams Realty** is a company that changes lives. The culture is as diverse as the countless ways in which associates and market centres commit themselves to finding and serving the higher purpose of business. In keeping with this philosophy, listen to how serving has made a difference in people's lives and communities from coast to coast.



### Events Details:

Cost: \$49.00 plus

Date: November 21, 2014

Time: 8:30am - 11:30am

Registration: 8:00am

Location: Hilton Garden Inn Toronto Vaughan  
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

**Register @ [www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)**



For More Information Contact:  
Keller Williams Canada  
Direct: 416.637.8340 Toll Free: 1.855.637.8340 Email: [kwrg30@kw.com](mailto:kwrg30@kw.com)

## KW Canada Current Rankings

### Top Canadian Market Centres - KWRI

YTD 9.30.14 Ranking out of 676 Market Centres in North America

#### Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	15
KW Referred Realty, Toronto	83
KW Energy Real Estate, Whitby/Oshawa	85
KW Advantage Realty, Toronto	92
KW Edge Realty, Burlington	143

#### Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	15
KW Referred Realty, Toronto	81
KW Energy Real Estate, Whitby/Oshawa	87
KW Advantage Realty, Toronto	91
KW Edge Realty, Burlington	138

#### Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Energy Real Estate, Whitby/Oshawa	50
KW Edge Realty, Burlington	53
KW Realty Centres, Newmarket	62
KW Advantage Realty, Toronto	67

#### Market Centres - Ranked by Closed Units

KW Ottawa Realty, Ottawa	8
KW Energy Real Estate, Whitby/Oshawa	89
KW Select Realty, Halifax	177
KW Realty Centres, Newmarket/Aurora	180
KW Golden Triangle Realty, Kitchener	209

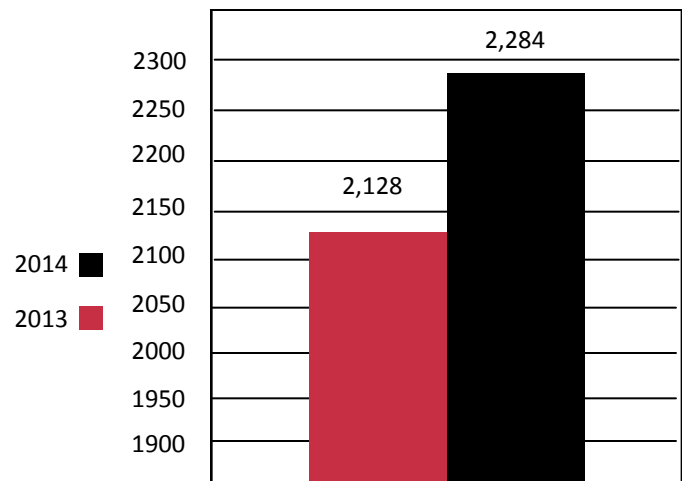
#### Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	5
KW Energy Real Estate, Whitby/Oshawa	63
KW Advantage Realty, Toronto	115
KW Realty Centres, Newmarket/Aurora	136
KW Edge Realty, Burlington	174

### Agent Count KW Canada

MOM 9.30.14

**+7.3%**

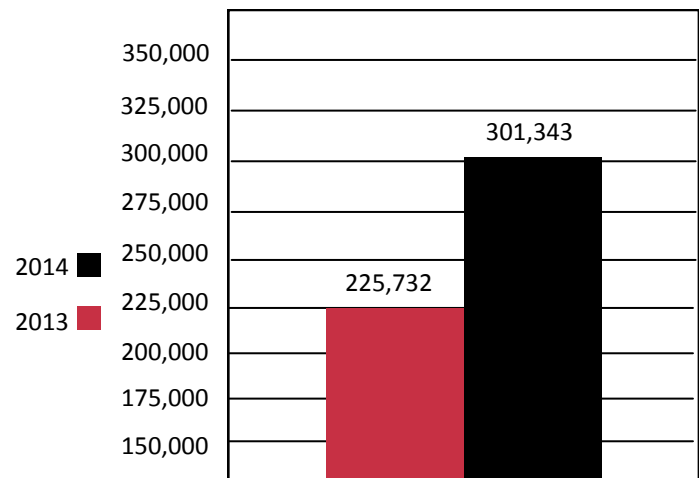


Agent Count

### Profit Share KW Canada

MOM 9.30.14

**+14.8%**



Profit Share

## KW Canada Top 25 Producer GCI

### Individual

All numbers reflect YTD production 9.30.14

Associate		Market Centre		Associate		Market Centre	
1	<b>Craig</b>	<b>Sherwood</b>	<b>403 Toronto</b>	13	Mitra	Nobakht-Eivaly	403 Toronto
2	Alexandra	Brott	930 Toronto	14	Lee	Lander	848 Newmarket
3	Lauren June	Haw	930 Toronto	15	Jeffrey	Lyons	425 Ottawa
4	Stewart	Madden	848 Newmarket	16	Guy	Cooley	269 Calgary
5	Anna	Turner	237 Ottawa	17	Daniel	Berger	937 Montreal
6	James	Benson	777 Toronto	18	Mohnish	Aggerwal	237 Ottawa
7	Liane	McKinley	237 Ottawa	19	David	Lyon	237 Ottawa
8	Suzanne	Lewis	777 Toronto	20	Wendy	Starr	904 Burlington
9	Trevor	Street	833 Port Coquitlam	21	Rod	Forsythe	269 Calgary
10	Brenda	Kielbratowski	873 Bedford	22	Sasan	Amid	403 Toronto
11	Jean	Richer	237 Ottawa	23	Jenna	Swinwood	425 Ottawa
12	Belinda	Mulford	927 Toronto	24	Kelly	Fry	833 Port Coquitlam
				25	Aleks	Ninkovic	926 Barrie

### Team (2 Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	<b>Skaff Home Marketing Group</b>	<b>237</b>	<b>Ottawa</b>	13	The Lee Team	403	Toronto
2	The Huber Team	833	Port Coquitlam	14	Allan Team	571	Kitchener
3	The Michael McDougall Team	838	Whitby	15	Santa Sells Houses Team	890	London
4	Weir Team	777	Toronto	16	Hanlon Team	929	Mississauga
5	Vickie Cooper and Associates	904	Burlington	17	Ken and Lisa	237	Ottawa
6	Caroline Novinic/Dave Clarke	848	Newmarket	18	The Chan Team	929	Mississauga
7	Kaushansky & Brown Team	927	Toronto	19	Curtis Knight Team	571	Kitchener
8	Koble Commercial Property Group	237	Ottawa	20	Anderson Team	929	Mississauga
9	The Referral Team	930	Toronto	21	RCC Team	403	Toronto
10	Baird Team	929	Mississauga	22	Stevens	838	Whitby
11	Coxworth & Winch Team	392	Ottawa	23	Da Silva Gosse Team	873	Bedford
12	Frigault/Schott Team	403	Toronto	24	The Kelly Team	904	Burlington
				25	Stage & Sold Team	656	Mississauga

### Group (3 or more Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	<b>The Peggy Hill Team</b>	<b>926</b>	<b>Barrie</b>	13	Provencher Team	777	Toronto
2	Lisa Fayle Team	838	Whitby	14	Mulholland and Ross	403	Toronto
3	Mitchell Team	848	Newmarket	15	The McSporrans Team	904	Burlington
4	Mike Clarke Group	777	Toronto	16	Team Cheff-Lanctot	937	Montreal
5	Eric & Juliana Vallee Marketing Systems	936	Burnaby	17	The Mullin Lloyd Team	838	Whitby
6	The Julie Kinnear Team	927	Toronto	18	Kate Peterson Team	929	Mississauga
7	Home Team Ottawa	237	Ottawa	19	Hasyj and Flanagan	571	Kitchener
8	Kevin Larose Team	929	Mississauga	20	Hooper Home Team	237	Ottawa
9	Pilon/Hamilton	237	Ottawa	21	Team Bourgon Boulerville	237	Ottawa
10	Peroff Team	848	Newmarket	22	Evans-El Attar Property Group	237	Ottawa
11	The Shawn Lepp team	838	Whitby	23	Tony and Denise	571	Kitchener
12	Dekker Team	425	Ottawa	24	The Vatandoust Team	838	Whitby
				25	Farquhar Advantage Team	927	Toronto

## KW Canada Top 25 Producers Units

All numbers reflect YTD production 9.30.2014

Associate		Market Centre		Associate		Market Centre	
1	<b>Liane McKinley</b>	<b>237</b>	<b>Ottawa</b>	T15	Anna Turner	237	Ottawa
2	Marvin Alexander	848	Newmarket	T15	Laura Voicu	237	Ottawa
3	Brenda Kielbratowski	873	Bedford	T15	Taha Al-Shaikhly	237	Ottawa
4	Jean Richer	237	Ottawa	T16	Wendy Starr	904	Burlington
5	Craig Sherwood	403	Toronto	T16	Irene Bilinski	237	Ottawa
6	Trevor Street	833	Port Coquitlam	17	Lee Lander	848	Newmarket
7	Anne Marie McGinley	941	Fredericton	18	Matt Bastien	833	Port Coquitlam
8	Larry Allen	873	Bedford	19	Scott MacTavish	941	Fredericton
9	Andrew Bolton	848	Newmarket	20	Judy Sehling	936	Burnaby
10	Jenna Swinwood	425	Ottawa	T21	K J Lork	777	Toronto
11	Guy Cooley	269	Calgary	T21	Seema Sood	833	Port Coquitlam
12	Jin Chen	237	Ottawa	22	Lauren June Haw	930	Toronto
13	Stewart Madden	848	Newmarket	23	Audrey Hammond	937	Montreal
14	Jeffrey Lyons	425	Ottawa				

## Team (2 Producing Associates)

Team		Market Centre		Team		Market Centre	
1	<b>Skaff Home Marketing Group</b>	<b>237</b>	<b>Ottawa</b>	12	The Quality Homes Team	237	Ottawa
2	The Huber Team	833	Port Coquitlam	13	Thyssen Group	890	London
3	The Michael McDougall Team	838	Whitby	14	The Chan Team	929	Mississauga
4	Santa Sells Houses Team	890	London	T15	Weir Team	777	Toronto
6	Team Gerrits	873	Bedford	T15	Team Bourque	237	Ottawa
6	Baird Team	929	Mississauga	16	Thyssen Group	890	London
T7	Caroline Novinic/Dave Clarke	848	Newmarket	17	The Lee Team	403	Toronto
T7	Curtis Knight Team	571	Kitchener	18	Stevens	838	Whitby
8	Ken and Lisa	237	Ottawa	T19	Frigault/Schott Team	403	Toronto
9	Da Silva Gosse Team	873	Bedford	T19	Stage & Sold Team	656	Mississauga
10	Coxworth & Winch Team	392	Ottawa	20	RCC Team	403	Toronto
11	Allan Team	571	Kitchener	T21	Hughes-Workman Realty Team	777	Toronto
				T21	The Malec & Moore Team	904	Burlington

## Group (3 or more Producing Associates)

Group		Market Centre		Group		Market Centre	
1	<b>Team Cheff-Lanctot</b>	<b>937</b>	<b>Montreal</b>	14	Hasyj and Flanagan	571	Kitchener
2	The Peggy Hill Team	926	Barrie	15	The McSporran Team	904	Burlington
3	Pilon/Hamilton	237	Ottawa	16	Tony and Denise	571	Kitchener
4	Lisa Fayle Team	838	Whitby	17	Jim Reitzel	571	Kitchener
T5	Home Team Ottawa	237	Ottawa	18	Doug Coulter Team	571	Kitchener
T5	The Drisdelle Team	941	Fredericton	19	The Vatandoust Team	838	Whitby
6	Mike Clarke Group	777	Toronto	T20	Kevin Larose Team	929	Mississauga
7	Peroff Team	848	Newmarket	T20	The Mullin Lloyd Team	838	Whitby
8	The Shawn Lepp team	838	Whitby	21	Cleeves Team	571	Kitchener
9	Mitchell Team	848	Newmarket	22	Ottawa4U	392	Ottawa
10	Team Bourgon Boulерice	237	Ottawa	23	Premier Real Estate Group	237	Ottawa
11	Eric & Juliana Vallee Marketing Systems	936	Burnaby	24	Provencher Team	777	Toronto
12	Dekker Team	425	Ottawa	25	Floyd Team	237	Ottawa
13	Evans-El Attar Property Group	237	Ottawa				

## CONGRATULATIONS



**#1**

Region in Owner Profit Growth **67%**

**#3**

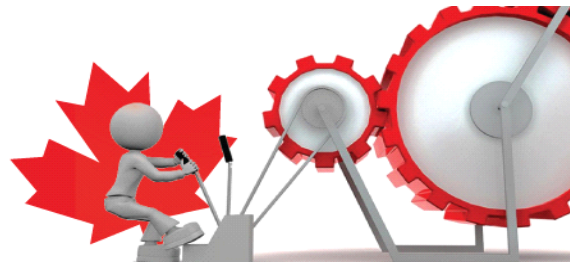
Region in GCI Increase **23%**

**100%**

Market Centre Profitability!

Congratulations to our top performing Market Centres in the

## Growth Initiative!



### Top 5 Team Leader Appointments

- |    |                                       |    |
|----|---------------------------------------|----|
| 1. | KW Realty Centres - Maureen Marsiglio | 34 |
| 2. | KW Referred Urban - Jamie Purvis      | 31 |
| 3. | KW Referred - Balan Manian            | 28 |
| 4. | KW Black Diamond - Kevin Lynch        | 26 |
| 5. | KW Solid Rock - Chris Brown           | 25 |

### Top 5 Gross Agents

- |     |                  |   |
|-----|------------------|---|
| 1.  | KW Referred      | 8 |
| T2. | KW Black Diamond | 5 |
| T2. | KW Edge          | 5 |
| T2. | KW Ottawa        | 5 |
| T2. | KW Complete      | 5 |

### Top 5 Net Agents

- |     |                           |   |
|-----|---------------------------|---|
| T1. | KW Referred               | 5 |
| T1. | KW Complete               | 5 |
| T2. | KW Realty Centres         | 4 |
| T2. | KW Referred Urban         | 4 |
| T3. | KW Real Estate Associates | 3 |
| T3. | KW Edge                   | 3 |
| T3. | KW Black Diamond          | 3 |
| T3. | KW Golden Triangle        | 3 |

### Top 5 Owner Profit

- |    |           |
|----|-----------|
| 1. | KW Ottawa |
| 2. | KW Edge   |
| 3. | KW Energy |
| 4. | KW VIP    |
| 5. | KW Select |

**KW Canada's**

# CHARGE to 40!



Our Team Leaders have been put to the Test! The gauntlet has been laid and we are submitting a challenge!

Beginning in the month of September, the 1st Four TLs to achieve 40 1st Appointments in a month by year end, will win...

Breakfast with our Vice Chairman, **MO ANDERSON**, at the 2015 Family Reunion in Orlando, FL.

## Our first winner has just been crowned:

Donna Dalonzo, Keller Williams Prestige - West Island, QC!

Congratulations DONNA! You will be joining Mo Anderson at Family Reunion!

## Let the Race Continue....

October has been an extremely close race for a number of Team Leaders and the competition has been really heating up!

We cannot wait to announce another winner (or winners) next month

Good luck to everyone - keep those first appointments coming!

Your Team Leaders need your help...send them your referrals, invite to BOLD, Regional Events: HOLD, Masterminds, Fierce Conversations



Breakfast with Mo @  
**kw** FAMILY  
**REUNION**

WHO WILL BE NEXT?  
WILL IT BE YOU?



## Market Centre *News*

### KW Ottawa - Ottawa

It was PINK week at KWO! Keller Williams Ottawa has put together a team to walk/run in this years Run for the Cure! KWO's team name is Keller Williams Ottawa Treasure Chests!



KW Ottawa held a sales rally with featured guest speaker, Rock Thomas! Rock shared: "Honoured to be speaking at the largest KW in Canada KW Ottawa! [Get] ready to grab your life big, and achieve your goals that have eluded you for years! BOOM!"

### KW Referred & Referred Urban - Toronto

BBQ at KW Referred & Referred Urban! Looks like a great time!



### KW Prestige - West Island



Weekly mastermind sessions.. Positive, Powerful, Coaching, Teamwork...WOW!



## KW Urbain - Montreal



Notre nouveau Chef d'équipe et PDG, Daniel Berger nous montrent fièrement et avec un grand sourire le montant que KW URBAIN a partagé avec ses courtiers, un total de 77 430.58 \$ depuis le mois de mai, dont 10 918.15\$ pour le mois de septembre seulement!

Daniel Berger, our new Team Leader and CEO, is showing proudly with a big bright smile what our brokers have earned in profit share, a total of \$77,430.58 since May, including \$10,918.35 in September only!

## Market Centre

*News*

## KW Edge - Burlington



Office Renovations Now Complete! Come visit the beautiful new KW Edge!

## KW Lifestyles - London



KW Lifestyles held a Scavenger Hunt!  
Can you guess what the theme was?

## KW Realty Solutions - Mississauga



What a great day!! 5 teams came out and raised funds for KWRS Red Day event. Lots of laughs...bonding...and getting their competitive juices running!!

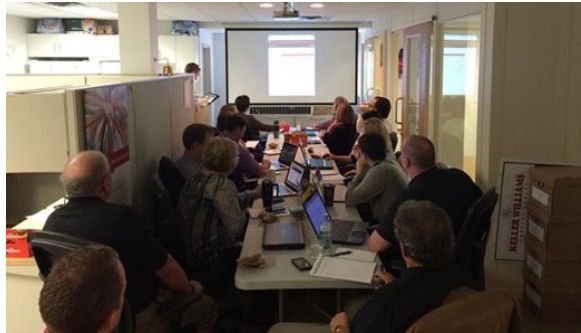




## Market Centre

# News

### KW Capital - Fredericton



It's a Full House for the Advanced Dot Loop training event at KW Capital!

Freshly engraved with the inaugural champs names! Congrats Garrett, Monty, Jordan, and Joel from Wood Motors Ford

### KW Select - Halifax



## WI4C2TS



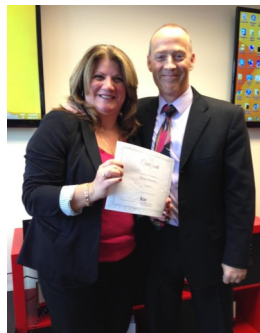
KW Select is showing us how they share the KW WI4C2TS

### KW Advantage - Toronto



A big thank you to those who went out to represent KWA at the Annual KW RED Day baseball tournament!

### KW Black Diamond - Burnaby



Another great Sales Meeting at KW Black Diamond! Awarding certificates for Capping and Triple Crown. Congratulations on all the Awesome Achievements!

### KW Realty Centres - Newmarket



KWRC hosted their 2014 Realtor Appreciation Social! Thank you to all who came out and contributed to making it an absolutely beautiful day!

## 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

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## Upcoming Events - Mark your Calendar!

### NOVEMBER

Recharge 2014  
Launch

Canadian Cultural & Leadership Summit - Day 1 - DRIVE

Canadian Cultural & Leadership Summit - Day 1 - HOLD

Canadian Cultural & Leadership Summit - Day 1 - Agent Masterminds

Canadian Cultural & Leadership Summit - Day 2 & 3 - Fierce Conversations

Canadian Cultural & Leadership Summit - Day 4 - Leadership Masterminds

Canadian Cultural & Leadership Summit - Day 5 - 10<sup>th</sup> Annual Inspirational Breakfast

Franchise Systems Orientation

ROP Meeting

FIERCE Conversations

November 12-14

November 17

November 17

November 17

November 17

November 18-19

November 20

November 21

November 18-20

November 19

November 19-20

### DECEMBER

Keeping Agents First – Toronto

Expansion Systems Orientation

Franchise Systems Orientation

ALC Clinic – GTA

ALC Clinic – Ottawa

RD Meeting

MCA Success In The Office

December 3

December 4-5

December 8-10

December 4-5

December 4-5

December 10

December 11-12

### JANUARY 2015

Growth Initiative Recruit Select – Toronto

January 22 & 23

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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## kw | Canada Market Centres

[www.kellerwilliamsrealty.ca/kwca/MCLeadership](http://www.kellerwilliamsrealty.ca/kwca/MCLeadership)

Newmarket	<b>kw   Canada</b>	416-637-8340
Barrie	Keller Williams Experience Realty	705-720-2200
Burlington	Keller Williams Edge Realty	905-335-8808
Burnaby	Keller Williams Black Diamond Realty	604-880-6000
Calgary	Keller Williams Premiere Realty	403-278-6884
Fredericton	Keller Williams Capital	506-459-3733
Gatineau	Keller Williams Distinction Agence Immobilière	819-776-7000
Halifax	Keller Williams Select Realty	902-407-7373
Hamilton	Keller Williams Complete Realty	905-308-8333
Kitchener	Keller Williams Golden Triangle Realty	519-570-4447
London	Keller Williams Lifestyles Realty	519-438-8000
Mississauga	Keller Williams Real Estate Associates	905-812-8123
Mississauga	Keller Williams Realty Solutions	905-278-8866
Montreal	Keller Williams Urbain Agence Immobilière	514-868-1111
Newmarket	Keller Williams Realty Centres	905-895-5972
Ottawa	Keller Williams Ottawa Realty	613-236-5959
Ottawa	Keller Williams VIP Realty	613-829-1818
Ottawa	Keller Williams Solid Rock Realty	613-733-3434
Port Coquitlam	Keller Williams Elite Realty	604-468-0010
Toronto	Keller Williams Referred Realty	416-445-8855
Toronto	Keller Williams Advantage Realty	416-465-4545
Toronto	Keller Williams Referred Urban Realty	416-572-1016
Toronto West	Keller Williams Neighbourhood Realty	416-236-1392
West Island	Keller Williams Prestige Agence Immobilière	514-426-0047
Whitby/Oshawa	Keller Williams Energy Real Estate	905-430-2320

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