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- KW Canada Welcomes
- Cultural & Leadership Summit
- Train the Trainer Advanced
- Learn Lead—L2
- MAPS Coaching Update
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- KW Events

## Up Coming Events

- Train the Trainer Advanced - Oct 8 & 9
- FSTB - October 20-23
- Cultural & Leadership Summit - Nov 17-21
- Keeping Agents First - Dec 3
- ALC Clinic—GTA - Dec 4-5

## Meet our BOLD coaches



Darren Kittleson



Wayne Salmans

# BOLD EXPERIENCE

*A Life By Design*

Over seven weeks, BOLD conditions agents with powerful mindset exercises, language techniques, business-building strategies and live lead generation activities. Have you ever been to a great training event, pledged to turn over a new leaf and two weeks later, found yourself running your business the same way you were before?

*BOLD is different.*

During BOLD, you condition yourself to adopt the mindset and the activities that allow you to cut through the clutter and head straight for your dreams. You will stop living a life by default and step up to a life by design.

### What will I learn in BOLD?

- Overcome your limiting beliefs.
- Set BOLD goals.
- Learn how to deliver powerful scripts that naturally influence people to work with you.
- Build an abundance of leads into your business.
- Incorporate time-saving strategies and techniques that will take

**OPEN TO ALL AGENTS**

## BOLD is coming to a city near you!

What Will KW MAPS Coaching Do for You?

[View Our Testimonials](#)



**GTA West | October 20<sup>th</sup>**

Register @ [www.VaughanBold.com](http://www.VaughanBold.com)

**GTA East | October 22<sup>nd</sup>**

Register @ [www.MarkhamBold.com](http://www.MarkhamBold.com)

**Cambridge | October 23<sup>rd</sup>**

Register @ [www.CambridgeBold.com](http://www.CambridgeBold.com)

**Ottawa | October 20<sup>th</sup>**

Register @ <http://mapscoaching.kw.com/bold-experience-36>

**Halifax | October 21<sup>st</sup>**

Register @ <http://mapscoaching.kw.com/bold-experience-3>

## Keller Williams Canada Welcomes... *Our Newest Market Centre!* Keller Williams Distinction, Gatineau QC

### **Stéphane Bisson** - Operating Principal

We are pleased to announce our newest Market Centre #969. Keller Williams Distinction in Gatineau, Quebec under the leadership of Operating Partner, Stéphane Bisson. Stéphane is new to KW, however he has attended many KW events in the past including Family Reunion, ALC Clinic and Recruit Select. Please join us in welcoming Stéphane, Gaétane, Luc, and the launching core group and wish them huge success!



### **Gaétane Huneault** - Market Centre Administrator

### **Luc Lachance** - Team Leader



### **Daniel Berger** - Team Leader, KW Urbain Montreal, QC.

Welcome Daniel Berger as KW Urbain's new Team Leader. Daniel is no stranger to KW Urbain. He has been a member on the ALC since its inception in November 2013. Although Daniel only started his real estate career in 2011, he has achieved tremendous success, capping only three short months after joining KW Urbain and making it recently into the top ten in GCI across Canada. He has a bright future ahead of him as a Team Leader!

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

## 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 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)

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.

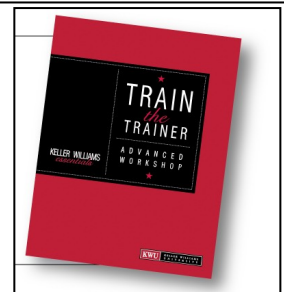
\* Prerequisite: *Train the Presenter* or *Train the Trainer I*

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.



## OCTOBER 10, 2014



## READY TO LEARN. READY TO LEAD.

### WHAT IS L2?

GET READY! #LEARNLEAD

Leaders are always looking for opportunities to learn, but every leader has little time to spare. L2: Learn – Lead is the new simulcast event designed to breathe new life into leadership through world-class speakers – in a convenient, half-day format.

### THE SPEAKERS



**JOHN C. MAXWELL**  
Leadership expert, coach, and author



**LINDA KAPLAN THALER**  
Chairman of Publicis Kaplan Thaler



**TIM SANDERS**  
Internet pioneer and author

### WHY ATTEND?

#### INSPIRING & ENRICHING

L2: Learn – Lead is designed to deliver the very best in leadership content to inspire and motivate everyone who attends.

#### CONVENIENT & AFFORDABLE

L2 brings the conference experience to you – in a convenient half-day format, making it the affordable solution to the challenge of minimizing time and travel costs.

#### EMPOWERING & NETWORKING

Grow your own leadership as you connect with other influencers in your local community. Expand your network with relationships that produce tangible results.

If you would like more information on how to be a part of this exciting event, please contact:

Rick Sergison  
Rick @InnerPOW.com  
1.84.INNER.POW (1.844.633.7769)

**TICKETS: <http://goo.gl/7Bw7bZ>**

## DID YOU KNOW?

"Agents in coaching are

**335% more productive**

than all productive agents"

(based on volume)

"Agents in coaching are

**490% more productive**

than all agents" (based on volume)

## Coaching Update



### Agent Coaching Analysis

	KW	Coaching	Results	
			Times	Percent
<b>PRODUCTIVE AGENTS</b> (closed at least 1 full unit)				
Volume	2,630,171	11,447,159	3.4	335%
Units	11	43	2.9	287%
GCI	69,148	287,073	3.2	315%
<b>ALL AGENTS</b>				
Volume	1,686,585	9,958,724	4.9	490%
Units	7	38	4.3	425%
GCI	44,320	250,493	4.7	465%
<b>TEAMS Production</b> Rain Maker is in coaching				
Volume	11,048,689	17,658,880	0.60	60%
Units	46	67	0.48	48%
GCI	290,605	434,287	0.49	49%

## WHAT YOU FOCUS ON EXPANDS...

### BOLD Analysis

	NO BOLD	BOLD	Results	
			Times	Percent
<b>ALL AGENTS</b>				
Volume	1,190,162	3,170,960	1.7	166%
Units	5	14	1.8	176%
GCI	31,118	83,797	1.7	169%

"NO BOLD" is Keller William's totals, with BOLD Agents subtracted

	KW	BOLD	Results	
			Times	Percent
<b>ALL AGENTS</b>				
Volume	1,686,585	3,170,960	0.9	88%
Units	7	14	0.9	92%
GCI	44,320	83,797	0.9	89%

"KW" is all of KW, including the agents in BOLD who bring the totals up

## BOLD

BUSINESS OBJECTIVE:  
A Life By Design

"Agents who take BOLD are

**176% more productive**

than agents who have not

taken BOLD." (based on units)

"Agents who take BOLD are

**92% more productive**

than all agents" (based on units)

## KW Canada Current Rankings

### Top Canadian Market Centres - KWRI

YTD 8.31.14 Ranking out of 676 Market Centres in North America

#### Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	14
KW Referred Realty, Toronto	77
KW Advantage Realty, Toronto	81
KW Energy Real Estate, Whitby/Oshawa	90
KW Neighbourhood Realty, Toronto	164

#### Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	14
KW Referred Realty, Toronto	76
KW Advantage Realty, Toronto	82
KW Energy Real Estate, Whitby/Oshawa	90
KW Edge Realty, Burlington	167

#### Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Energy Real Estate, Whitby/Oshawa	53
KW Edge Realty, Burlington	54
KW Realty Centres, Newmarket	65
KW Advantage Realty, Toronto	71

#### Market Centres - Ranked by Closed Units

KW Ottawa Realty, Ottawa	8
KW Energy Real Estate, Whitby/Oshawa	97
KW Select Realty, Halifax	181
KW Realty Centres, Newmarket/Aurora	184
KW Golden Triangle, Kitchener	224

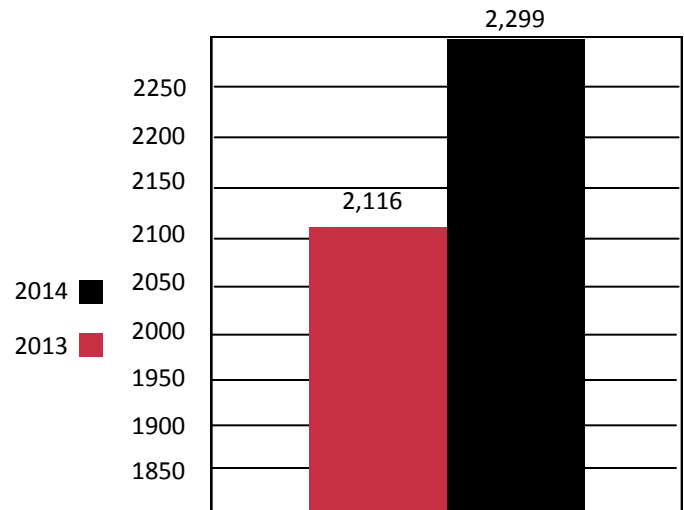
#### Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	8
KW Energy Real Estate, Whitby/Oshawa	71
KW Advantage Realty, Toronto	118
KW Realty Centres, Newmarket/Aurora	144
KW Edge, Burlington	184

### Agent Count KW Canada

MOM 8.31.14

+8.6%

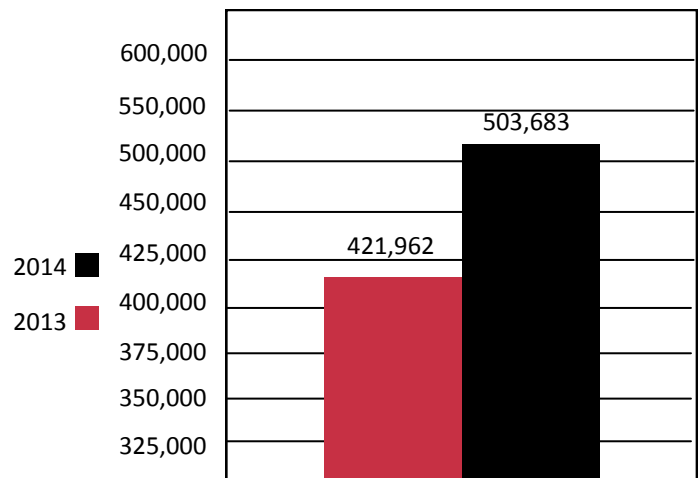


Agent Count

### Profit Share KW Canada

MOM 8.31.14

+19.4%



Profit Share

## KW Canada Top 25 Producer GCI

All numbers reflect YTD production 8.31.14

### Individual

Associate		Market Centre		Associate		Market Centre			
1	Craig	Sherwood	403	Toronto	13	Lee	Lander	848	Newmarket
2	Lauren June	Haw	930	Toronto	14	Trevor	Street	833	Port Coquitlam
3	Alexandra	Brott	930	Toronto	15	Guy	Cooley	269	Calgary
4	Stewart	Madden	848	Newmarket	16	Mohnish	Aggerwal	237	Ottawa
5	Anna	Turner	237	Ottawa	17	Belinda	Mulford	927	Toronto
6	Suzanne	Lewis	777	Toronto	18	Wendy	Starr	904	Burlington
7	Jean	Richer	237	Ottawa	19	Candice	Frigault	403	Toronto
8	Liane	McKinley	237	Ottawa	20	Mitra	Nobakht-Eivaly	403	Toronto
9	Brenda	Kielbratowski	873	Bedford	21	Kelly	Fry	833	Port Coquitlam
10	James	Benson	777	Toronto	22	David	Lyon	237	Ottawa
11	Jeffrey	Lyons	425	Ottawa	23	Sasan	Amid	403	Toronto
12	Daniel	Berger	937	Montreal	24	David	Roach	571	Kitchener
					25	Bosko	Scepanovic	403	Toronto

### Team (2 Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	Skaff Home Marketing Group	237	Ottawa	13	Curtis Knight Team	571	Kitchener
2	The Huber Team	833	Port Coquitlam	14	Baird Team	929	Mississauga
3	The Michael McDougall Team	838	Whitby	15	Ken and Lisa	237	Ottawa
4	Weir Team	777	Toronto	16	The Chan Team	929	Mississauga
5	Vickie Cooper and Associates	904	Burlington	17	Hanlon Team	929	Mississauga
6	Kaushansky & Brown Team	927	Toronto	18	RCC Team	403	Toronto
7	Caroline Novinic/Dave Clarke	848	Newmarket	19	Stevens	838	Whitby
8	The Referral Team	930	Toronto	20	The Kelly Team	904	Burlington
9	Jason VanStiphout Team	838	Whitby	21	The Wanda Clark Team	392	Ottawa
10	The Lee Team	403	Toronto	22	The Quality Homes Team	237	Ottawa
11	Koble Commercial Property Group	237	Ottawa	23	Anderson Team	929	Mississauga
12	Allen Team	571	Kitchener	24	Thyssen Group	890	London
				25	Stage & Sold Team	656	Mississauga

### Group (3 or more Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	The Peggy Hill Team	926	Barrie	13	The Shawn Lepp team	838	Whitby
2	Lisa Fayle Team	838	Whitby	14	Team Cheff-Lanctot	937	Montreal
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	Mitchell Team	848	Newmarket	17	The Mullin Lloyd Team	838	Whitby
6	Home Team Ottawa	237	Ottawa	18	Provencher Team	777	Toronto
7	Pilon/Hamilton	237	Ottawa	19	Hasyj and Flanagan	571	Kitchener
8	The Julie Kinnear Team	927	Toronto	20	Team Bourgon Boulерice	237	Ottawa
9	Mulholland and Ross	403	Toronto	21	Evans-El Attar Property Group	237	Ottawa
10	Dekker Team	425	Ottawa	22	Hooper Home Team	237	Ottawa
11	Peroff Team	848	Newmarket	23	Farquhar Advantage Team	927	Toronto
12	Kevin Larose Team	929	Mississauga	24	Tony and Denise	571	Kitchener
				25	The Vatandoust Team	838	Whitby



## KW Canada Top 25 Producers Units

All numbers reflect YTD production 8.31.2014

Associate		Market Centre		Associate		Market Centre	
1	Liane McKinley	237	Ottawa	11	Scott Cooper	926	Barrie
2	Marvin Alexander	848	Newmarket	12	Laura Voicu	237	Ottawa
3	Jean Richer	237	Ottawa	13	Irene Bilinski	237	Ottawa
4	Brenda Kielbratowski	873	Bedford	14	Taha Al-Shaikhly	237	Ottawa
5	Larry Allen	873	Bedford	15	Anna Turner	237	Ottawa
6	Craig Sherwood	403	Toronto	16	Lee Lander	848	Newmarket
7	Trevor Street	833	Port Coquitlam	T17	Wendy Starr	904	Burlington
8	Anne Marie McGinley	941	Fredericton	T17	Seema Sood	833	Port Coquitlam
T9	Guy Cooley	269	Calgary	18	Scott MacTavish	941	Fredericton
T9	Jenna Swinwood	425	Ottawa	19	Lauren June Haw	930	Toronto
T10	Jeffrey Lyons	425	Ottawa	20	Wassim Labateya	937	Montreal
T10	Jin Chen	237	Ottawa	21	Daniel Berger	937	Montreal
T10	Andrew Bolton	848	Newmarket	22	Matt Bastien	833	Port Coquitlam
11	Stewart Madden	848	Newmarket	23	Audrey Hammond	937	Montreal

## Team (2 Producing Associates)

Team		Market Centre		Team		Market Centre	
1	Skaff Home Marketing Group	237	Ottawa	T14	Weir Team	777	Toronto
2	The Huber Team	833	Port Coquitlam	T14	The Chan Team	929	Mississauga
3	The Michael McDougall Team	838	Whitby	T15	Stevens	838	Whitby
4	Jason VanStiphout Team	838	Whitby	T15	Hughes-Workman Realty Team	777	Toronto
6	Caroline Novinic/Dave Clarke	848	Newmarket	16	RCC Team	403	Toronto
6	Team Gerrits	873	Bedford	17	Kaushansky & Brown Team	927	Toronto
T7	Curtis Knight Team	571	Kitchener	T18	Shulman Team	403	Toronto
T7	Baird Team	929	Mississauga	T18	Dwyer Team	890	London
8	The Quality Homes Team	237	Ottawa	19	Live Love Toronto Team	930	Toronto
9	Allan Team	571	Kitchener	20	Team Marie-France Vachon	937	Montreal
10	The Lee Team	403	Toronto	T21	The Kelly Team	904	Burlington
11	Coxworth & Winch Team	392	Ottawa	T21	The Marcus	237	Ottawa
12	Ken and Lisa	237	Ottawa	T21	The Malec & Moore Team	904	Burlington
13	Thyssen Group	890	London				

## Group (3 or more Producing Associates)

Group		Market Centre		Group		Market Centre	
1	Team Cheff-Lanctot	937	Montreal	13	Mitchell Team	848	Newmarket
2	The Peggy Hill Team	926	Barrie	14	Hasyj and Flanagan	571	Kitchener
3	Pilon/Hamilton	237	Ottawa	15	The McSporrans Team	904	Burlington
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5	Mike Clarke Group	777	Toronto	17	Jim Reitzel	571	Kitchener
6	Peroff Team	848	Newmarket	18	Ontario Property Pros	904	Burlington
7	The Drisdelle Team	941	Fredericton	19	The Vatandoust Team	838	Whitby
8	Home Team Ottawa	237	Ottawa	20	Kevin Larose Team	929	Mississauga
9	Eric & Juliana Vallee Marketing Systems	936	Burnaby	21	The Mullin Lloyd Team	838	Whitby
T10	The Shawn Lepp team	838	Whitby	22	Cleeves Team	571	Kitchener
T10	Team Bourgon Boulerville	237	Ottawa	23	Mulholland and Ross	403	Toronto
11	Evans-El Attar Property Group	237	Ottawa	24	Ottawa4U	392	Ottawa
12	Dekker Team	425	Ottawa	T25	Premier Real Estate Group	237	Ottawa
				T25	Doug Coulter Team	571	Kitchener

## CONGRATULATIONS



#1

Region in Owner Profit Growth **69%**!

#4

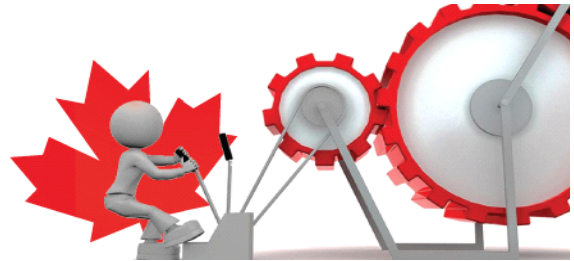
Region in GCI Increase **22%**!

**100%**

Market Centre Profitability!

Congratulations to our top performing Market Centres in the

## Growth Initiative!



### Top 5 Team Leader Appointments

1.	KW Referred - Balan Manian	34
2.	KW Realty Centres - Maureen Marsiglio	21
3.	KW Complete	21
4.	KW Select - Grant Sprague	20
5.	KW Urbain	19

### Top 5 Gross Agents

1.	KW Referred	40
2.	KW Complete	29
T3.	KW R E Associate	6
T3.	KW Referred	6
5.	KW Energy	4

### Top 5 Net Agents

1.	KW Referred	35
2.	KW Complete	29
3.	KW RE Associates	5
4.	KW Edge	3
T5.	KW Energy	2
T5.	KW Realty Centres	2

### Top 5 Owner Profit

1.	KW Ottawa
2.	KW Energy
3.	KW Referred
4.	KW Realty Solutions
5.	KW Golden Triangle



## Market Centre

# News

### KW Realty Centres



Marvin Alexander, OP of Keller Williams Realty Centres, accepts the ALS ICE BUCKET CHALLENGE



### KW Select - Halifax

KW Ladies supporting ADSUM House in their 'Females for Females' Golf Tournament



Ignite Graduates!



Russ Manderville presenting Gals on the Green Golf Tournament in support of the IWK Ladies Auxiliary program with a cheque for \$2000. Way to go supporting a great cause Russ!

### KW Black Diamond - Burnaby



A KW Black Diamond Agent Meeting!

### KW Elite - Port Coquitlam



Shanon Kelley, one of our Cultural Ambassadors for Canada with Terri Spilsbury & Mo Anderson at the 2014 Cultural Summit at Mega Camp in Austin, TX.



An impromptu dinner with Althea Osborn while at Mega Camp!

Althea is a legend at KW as one of the original 12 agents recruited by Gary Keller to form the company we know & love today!



Our very own Mary-Anne Gillespie, MAPS Mastery Coach, completes a 1/2 Marathon!





## KW Ottawa Realty



KWO Annual Golf Tournament for the Foundation for Giving at Anderson Links Golf & Country Club



## Market Centre

# News

## KW Lifestyles - London



The wonderful and talented Jim Reitzel instructing the full day Win with Sellers course at the Ramada Inn.

## KW Urbain - Montreal

Big smiles all around for Mark Willis, KWRI CEO, and Anne St Dennis, KW Urbain OP, at the Leadership portion of Mega Camp 2014 in Austin Texas.



## KW Complete - Hamilton

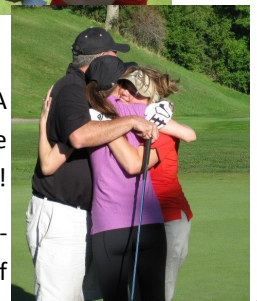
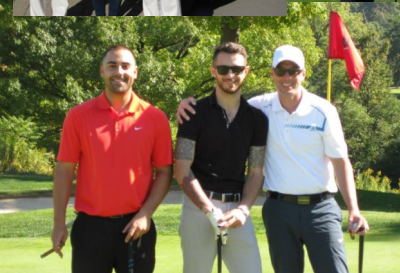


What an amazing day! Summer weather, amazing people and a marriage proposal on the 18th hole! (and she said YES!) Thank you to everyone who took part in the KW Complete Golf Tournament!



A KW Canada first! A proposal at the KW Complete Golf Tournament!

CONGRATULATIONS - Lori Peake & Chris Medcalf



## 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!

### OCTOBER

Recruit Select  
Action Training  
Train the Trainer Advanced – Toronto  
Leadership & Motivation  
Business Planning - Barrie  
Expansion Systems Orientation  
Recruiting Great Agents  
Franchise Systems Orientation  
FSTB – Cambridge, 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  
October 16-17  
October 20-21  
October 20-22  
October 23  
October 22  
October 20  
October 20  
October 21  
October 22  
October 22  
October 23-24  
October 23-24

### NOVEMBER

Recharge 2014  
Launch  
Canadian Cultural & Leadership Summit - Day 1 - DRIVE  
Canadian Cultural & Leadership Summit - Day 1 - HOLD  
Canadian Cultural & Leadership Summit - Day 2 & 3 - Fierce Conversations  
Canadian Cultural & Leadership Summit - Day 4 - 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 18-19  
November 20  
November 21  
November 18-20  
November 19  
November 19-20

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.

*Thank You to our Sponsors!*

