

Keller Williams Referred Realty Celebrates Their 10th Year Anniversary!

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- Family Reunion 2014
- The Magic Calendar/
Le Calendrier Magique
de l'immobilier
- 2013 Year End Stats
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Up Coming Events

BOLD

- March 24th Vancouver
- March 24th Woodstock
- March 25th Calgary
- March 25th Toronto
- March 26th Ottawa

Contact your Team Leader!



Wishing KW Referred Another 10 Years of Success!

On January 23rd, Keller Williams Referred Realty celebrated its 10th Anniversary. Since he opened Toronto's first KW office in 2004, OP, Glenn McQueenie has grown his team from a single agent (himself!) to over 230 agents in two offices... and the growth shows no sign of stopping.

To commemorate this impressive occasion, Glenn envisioned, rather fittingly, a kind of Open House. Part 'Thank You' celebration, and part retrospective, he invited current agents, past agents, clients, friends and guests to drop by, mingle, share stories, and reconnect with their KW Family. Over 500 invitations were sent out and a team of volunteers and ALC members, led by Social Committee Chair Mark Timmons, turned the Duncan Mill Office into Party Central for one night only. With spotlights, a photo booth, live music, drinks, and great food, the space was at full capacity as guests posed for pictures, visited the photo time line, explored the office, and chatted with friends, both old and new.

It was a great night of laughter and fun, looking back fondly over the last ten years, and toasting to the next ten (and more)."



The Julie Kinnear Team joins Keller Williams Neighbourhood Realty



Keller Williams Canada is proud to announce The Julie Kinnear Team has joined Keller Williams Neighbourhood Realty in the West end of Toronto.

“We’re excited to welcome The Julie Kinnear Team to the Keller Williams Realty family,” says John Furber, Canadian Director. “This company succeeds through its people, and having Julie and her team join, is a huge win for us.”

Julie explains why she and her team joined KW: “I’ve been in the real estate business for 21 years and I chose to move over to Keller Williams because I really feel that this company is going places,” says Julie, “I’m energized by the enthusiasm of the people in the office and I know the education programs are amazing. I also have a team of realtors and admin and I feel that it’s a really supportive environment for all of us.”

Julie is recognized annually for her contribution and successes having been honoured with the highest award Royal LePage offers – the Lifetime Award of Excellence. In 2013, she was presented, for the 9th year in a row, the prestigious Chairman's Club Award, distinguishing her team as the top 1% in sales for Royal LePage Canada.

Norm Farquhar, Operating Principal of KW Neighbourhood Realty shared, "I have known Julie for years and am continually impressed by her work-ethic, spirit, willingness to support her colleagues and community, and her ability to always find the 'win-win' in any situation. We are thrilled that Julie and her team have decided to join forces with Keller Williams and look forward to great things ahead for Julie, her team, and all of the agents in our growing office."

1kw FAMILY REUNION CANADA 

where **YOU** belong

feb 15-19
2014
PHOENIX
ARIZONA

Opening Ceremony, Gary Keller's Vision Speech, the IALC meeting and votes, Awards, lots of action in the exhibit hall, and the first round of breakouts for more than Ten Thousand KW family!

The Gary Keller band kicked off Red Bash with an awesome set... KW family were partying the night away!



SPECIAL FAMILY REUNION EDITION

1 KW News

February 2014
News & Events at KW Canada

1kw FAMILY REUNION

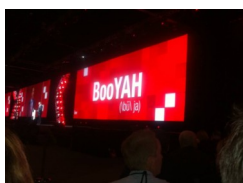
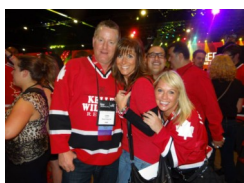
feb 15-19
2014
PHOENIX
ARIZONA

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YOU
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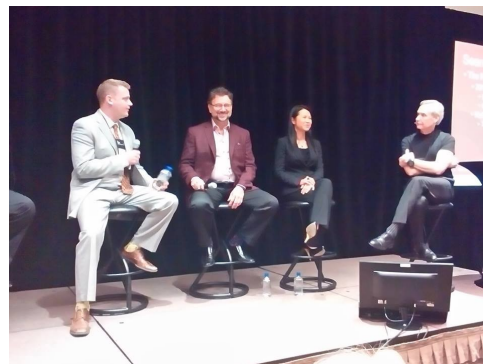
CANADA 



State of the Company, State of the Culture, State of Worldwide and more breakouts than we can count! Great energy!



Jamie Purvis 930, on a recruiting breakout panel.



Sean Provencher 777, Bob Best 838, Juliana Vallée 936, panelists for a Canadian breakout with Gary Keller.



KW Canada IALC Members



Our 1st Annual RALC Meeting!

SPECIAL FAMILY REUNION EDITION

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where
YOU
belong

CANADA 



Mo Anderson hosted another absolutely incredible Inspirational Brunch. "It has always been my vision for KW to be a bright light in a dark business world. YOU are the candle that lights the darkness."
Thank you, Mo!



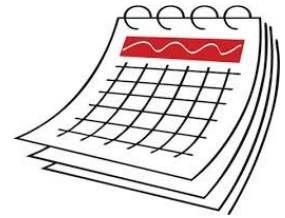
Join us!

2 Orlando
15 feb 7-11



The Tuohy family of "The Blind Side" fame shared their inspiring message with the KW Family during Day 4's Keynote address! Such a treat!

Read all about their story at kwblog: <http://tinyurl.com/kl62xah>



Magic Real Estate Calendar

Marie, who is originally from Belgium, went home to for the holidays to visit her parents at the end of last year. Soon after her arrival, she went to her old bedroom at her parent's house and hung on the wall was a 2013 real estate calendar starring **Melanie Dubois**, a KW Urbain broker.

Marie was surprised to see a KW Urbain calendar had made it way all the way from Montreal, Quebec to Belgium in Europe!

When Marie asked her mother how she had actually got this calendar, her mother said that when she had visited Marie in Montreal last year, she had come upon the calendar in her daughter's mail. She had found it to be quite appealing so brought it home to Belgium and had hung it in her daughter's old bedroom.

But, the surprise got even bigger at that point.

Imagine her mother's face when, lo and behold and completely unbeknownst to Marie's mother, Marie tells her that she, being recently licensed in real estate, had just joined Melanie Dubois' team!

Anne St Dennis
Operating Principal
Keller Williams Urbain

Calendrier Magique de l'immobilier

Marie, un courtier de KW Urbain et qui d'origine Belge est rentrée pour les fêtes de fin d'année chez ses parents en Belgique et lorsqu'elle est arrivée dans son ancienne chambre, a découvert le calendrier de 2013 de **Mélanie Dubois** posé sur sa cheminée, exposé, comme un fait exprès.

Quel grand étonnement de trouver un calendrier d'un courtier immobilier de KW Urbain qui avait traversé l'atlantique comme par magie...

Marie demanda alors à sa mère comment il avait atterri là et elle lui répondit que lors d'une de ses visites à sa fille à Montréal en 2013, elle avait trouvé ce calendrier dans le courrier de Marie et le trouvant joli, elle l'avait gardé.

Mais ce qu'elle ignorait, c'est que entre-temps, Marie avait commencé à travailler pour Mélanie qu'elle ne connaissait même pas à l'époque ou le calendrier avait été pris...

Anne St Dennis
Operating Principal
Keller Williams Urbain

Thank You to our Sponsors!



KW Canada Current Rankings

Top Canadian Market Centres - KWRI

YTD 12.31.13 Ranking out of 669 Market Centres in North America

Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	17
KW Advantage Realty, Toronto	31
KW Referred Realty, Toronto	71
KW Energy Realty, Toronto	83
KW Select Realty, Halifax	84

Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	17
KW Advantage Realty, Toronto	30
KW Referred Realty, Toronto	71
KW Energy Realty, Toronto	80
KW Select Realty, Halifax	82

Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Energy Realty, Whitby/Oshawa	39
KW Realty Centres, Newmarket/Aurora	60
KW Advantage Realty, Toronto	63
KW Elite Realty, Port Coquitlam, BC	83

Market Centres - Ranked by Closed Units

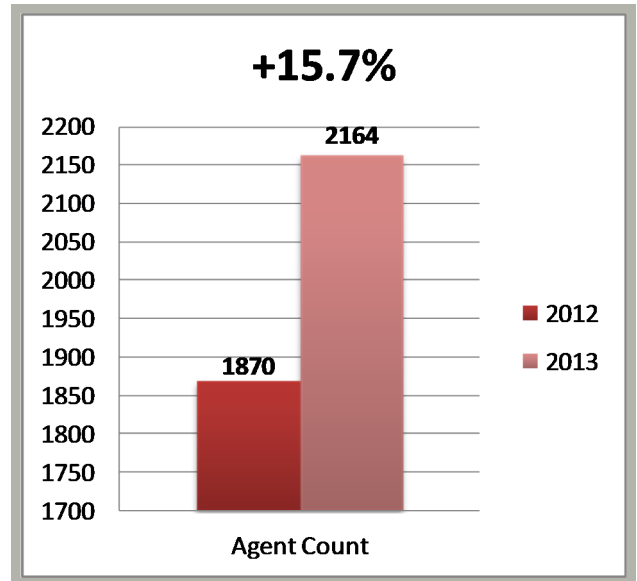
KW Ottawa Realty, Ottawa	7
KW Energy Realty, Whitby/Oshawa	68
KW Select Realty, Halifax	130
KW Golden Triangle Realty, Kitchener	175
KW Advantage Realty, Toronto	190

Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	5
KW Energy Realty, Whitby/Oshawa	59
KW Advantage Realty, Toronto	92
KW Referred Realty, Toronto	158
KW Realty Centres, Newmarket/Aurora	170

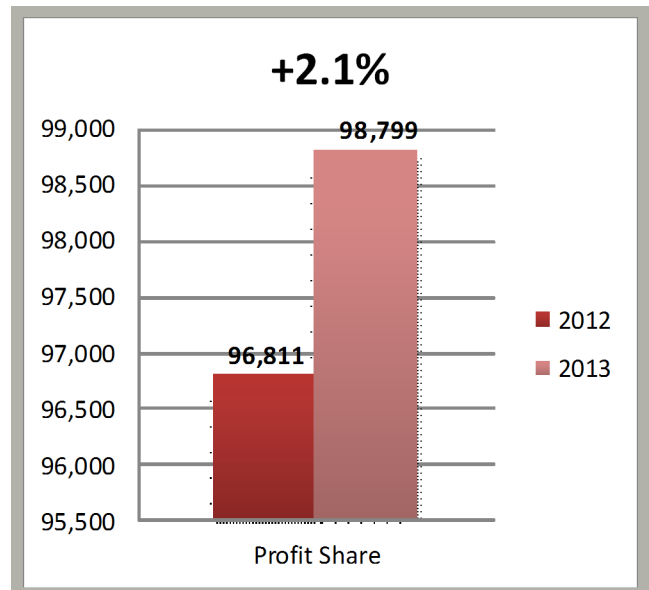
Agent Count KW Canada

MOM 12.31.13



Profit Share KW Canada

MOM 12.31.13



KW Canada Top 25 Producer Units

All numbers reflect YTD production 12.31.13

Individual

Associate	Market Centre	Associate	Market Centre
1 Marvin Alexander	MC 848 Newmarket/Aurora	15 Jeffrey Lyons	MC 425 Ottawa
2 Trevor Street	MC 833 Port Coquitlam	16 Lee Lander	MC 848 Newmarket/Aurora
3 Mark Loeffler	MC 904 Burlington	17 Laura Voicu	MC 237 Ottawa
4 Larry Allen	MC 873 Halifax	18 Alex Brott	MC 930 Toronto
5 Liane McKinley	MC 237 Ottawa	19 Suzanne Mills	MC 838 Whitby/Oshawa
6 Brenda Kielbratowski	MC 873 Halifax	20 Karina Sunderji	MC 269 Calgary
7 Anne Marie McGinley	MC 941 Fredericton	21 Craig Sherwood	MC 403 Toronto
8 Jenna Swinwood	MC 425 Ottawa	22 Josh Bath	MC 833 Port Coquitlam
9 Stewart Madden	MC 848 Newmarket/Aurora	23 Judy Sehling	MC 936 Burnaby
10 Guy Cooley	MC 269 Calgary	24 Shane Foley	MC 237 Ottawa
11 Jean Richer	MC 237 Ottawa	25 Trent Gustus	MC 269 Calgary
12 Randy North	MC 425 Ottawa		
13 Paul Allan	MC 571 Kitchener/Waterloo		
14 Jin Chen	MC 237 Ottawa		

Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 Hasyj and Flanagan	MC 571 Kitchener	14 The Lindsay Smith Team	MC 838 Whitby/Oshawa
2 Jason VanStiphout Team	MC 838 Whitby/Oshawa	15 The Malec & Moore Team	MC 904 Burlington
T3 MacTavish Myers Team	MC 941 Fredericton	T16 The Michael McDougall Team	MC 838 Whitby/Oshawa
T3 Kate Peterson Team	MC 929 Mississauga	T16 Caroline Novinic/Dave Clarke Team	MC 848 Newmarket/Aurora
5 Ottawa 4 U	MC 392 Ottawa	18 Ken and Lisa Team	MC 237 Ottawa
6 The Shulman Team	MC 403 Toronto	19 The Marcus Team	MC 237 Ottawa
7 The Vatandoust Team	MC 838 Whitby/Oshawa	20 Team Bilinski	MC 237 Ottawa
T8 The Weir Team	MC 777 Toronto	T21 The Property Professionals	MC 890 London
T8 The Real Estate Pros	MC 237 Ottawa	T21 Mario & Linda - Real Estate Simplified	MC 237 Ottawa
10 Steven Smith Team	MC 571 Kitchener/Waterloo	23 The Bastien Roberts Group	MC 833 Port Coquitlam
11 Papineau/Eyking	MC 237 Ottawa	24 The Hanlon Team	MC 929 Mississauga
12 Jackie Carron Team	MC 927 Toronto	25 The Priority Team	MC 890 London
13 Team Benson	MC 237 Ottawa		

Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 The Pilon & Hamilton Team	MC 237 Ottawa	14 Team Bourgon Boulerice	MC 237 Ottawa
2 The Peggy Hill Team	MC 926 Barrie	15 The Vallee Team	MC 936 Burnaby
3 The Lisa Fayle Team	MC 838 Whitby/Oshawa	T16 The Drisdelle Team	MC 941 Fredericton
4 The Frank Polsinello Team	MC 848 Newmarket/Aurora	T16 J & A Murphy Team	MC 873 Halifax
5 Cheff-Lanctot	MC 937 Montreal	18 The Mullin Lloyd Team	MC 838 Whitby/Oshawa
T6 The Shawn Lepp Team	MC 838 Whitby/Oshawa	19 The Mitchell Team	MC 848 Newmarket/Aurora
T6 The Cleeves Team	MC 571 Kitchener	T20 Skaff Home Marketing Group	MC 237 Ottawa
8 Kevin Larose Team	MC 929 Mississauga	T20 Floyd Team	MC 237 Ottawa
9 Jim Reitzel	MC 571 Kitchener	22 The Dekker Team	MC 425 Ottawa
10 The Peroff Team	MC 848 Newmarket/Aurora	23 The McSparran Team	MC 904 Burlington
11 Mike Clarke Group	MC 777 Toronto	24 Hooper Home Team	MC 237 Ottawa
12 The Best Team	MC 838 Whitby/Oshawa	25 The Manian Team	MC 403 Toronto
13 The Home Team	MC 237 Ottawa		

KW Canada Top 25 Producers GCI

All numbers reflect YTD production 12.31.2013

Individual

Associate	Market Centre	Associate	Market Centre
1	Mark Loeffler	14	Karina Sunderji
2	Marvin Alexander	15	Craig Sherwood
3	Alex Brott	16	Brenda Kielbratowski
4	Stewart Madden	17	Chris Scott
5	Liane McKinley	18	Mohnish Aggerwal
6	Lauren June Haw	19	Lillian Adamakis
7	Larry Allen	20	Christine Cowern
8	Angela Parks	21	Trevor Street
9	Paul Allan	22	Campbell Osler
10	David Lyon	23	Sam Amid
11	Trent Gustus	24	Fernando Perri
12	Guy Cooley	25	Jenna Swinwood
13	Lee Lander		

Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre
1	Weir Team	14	The Malec & Moore Team
2	Kate Peterson Team	15	The Vatandoust Team
3	The Shulman Team	16	Caroline Novinic/Dave Clarke Team
4	Hasyj and Flanagan	17	Ken and Lisa
5	The Benson Team	18	Ottawa 4 U
6	Jason VanStiphout Team	19	The Real Estate Pros
7	Papineau/Eyking	20	The Marcus Team
8	The Lee Team	21	Frigault/Schott Team
9	The Hanlon Team	22	Property Friends
10	Kaushansky & Brown Team	23	Jackie Carron Team
11	Lindsay Smith Team	24	The James Benson Team
12	The Michael McDougall Team	25	Steven Smith Team
13	The Bilinski Team		

Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre
1	The Pilon & Hamilton Team	13	The Vallee Team
2	The Peggy Hill Team	14	Hooper Home Team
3	Kevin Larose Team	15	Jim Reitzel
4	The Lisa Fayle Team	16	The Mullin Lloyd Team
5	The Frank Polsinello Team	17	Farquhar Advantage Team
6	The Best Team	18	The Dekker Team
7	Mulholland and Ross	19	The McSporrان Team
8	Mike Clarke Group	20	Team Bourgon Boulerville
9	The Shawn Lepp Team	21	The Cleeves Team
10	The Mitchell Team	22	Skaff Home Marketing Group
11	The Home Team	23	J & A Murphy Team
12	The Peroff Team	24	Floyd Team
		25	Provencher Team

All numbers reflect YTD production 12.31.2013

KW CANADA TOP MARKET CENTRES

KW Canada Top 5 Team Leader Appointments	KW Canada Top 5 Gross Agents Added
<ol style="list-style-type: none"> 1. Keller Williams Real Estate Associates, MC 656 2. KW Referred Urban Realty, MC 930 3. KW Edge Realty, MC 904 4. KW Urbain Agence Immobilière, MC 937 5. KW Ottawa Realty, MC 237 	<ol style="list-style-type: none"> 1. KW Referred Urban Realty, MC 930 2. KW Urbain Agence Immobilière, MC 937 3. KW Ottawa Realty, MC 237 4. KW Referred Realty, MC 403 5. KW Realty Solutions, MC 929

KW Canada Top 5 Net Agents	KW Canada Top 5 Owner Profit
<ol style="list-style-type: none"> 1. KW Referred Urban Realty, MC 930 2. KW Realty Solutions, MC 929 3. KW Urbain Agence Immobilière, MC 937 4. KW Edge Realty, MC 904 5. KW Neighbourhood Realty, MC 927 	<ol style="list-style-type: none"> 1. KW Ottawa Realty, MC 237 2. KW Advantage Realty, MC 777 3. KW Referred Realty, MC 403 4. KW Energy Realty, MC 838 5. KW Select Realty, MC 873

KW Canada Top 5 Profit Share	KW Canada Special Agent Awards
<ol style="list-style-type: none"> 1. KW Ottawa Realty, MC 237 2. KW Advantage Realty, MC 777 3. KW Referred Realty, MC 403 4. KW Energy Realty, MC 838 5. KW Select Realty, MC 873 	<p>#1 Commercial Agent Bob Best, MC 838</p> <p>#1 Luxury Agent Peggy Hill, MC 926</p> <p>Rookie of the Year Alex Brott, MC 930</p>

Keller Williams International



Welcome KW TURKEY!

Don't you just love these photos from the grand opening party of our **KW Beyoglu / Istanbul Market Centre** in Turkey!

Congratulations to the entire KW Turkey Leadership Team and a warm welcome to all of our new associates.

Visit them at <http://on.fb.me/1bVT4HF>



Keller Williams International



News



Welcome KW INDONESIA!

Congratulations to the entire KW Indonesia Leadership Team and a warm welcome to all of our new associates.

Visit them at <http://kellerwilliams.co.id>



Welcome KW SOUTH AFRICA!



A very warm welcome to all of our new associates in South Africa!

Visit them at <http://kwsa.co.za>



Keller Williams global expansion continues...
WE ARE PROUD TO ANNOUNCE KW DUBAI!



Keller Williams News

Scott Cooper, Keller Williams Experience



Packz mobilizers, from left, Brent Ackland, Kristin Taylor, Laura Taylor and Scott Cooper pose with some Packz ready to go at Keller Williams Experience Realty, a drop off location in Barrie's south end.

A group of local entrepreneurs and professionals have started a new community service project in Barrie, collecting backpacks — Packz — are filled with personal hygiene items, snacks, clothing and healthy food for the homeless.

The group just started and has already delivered 34 Packz: 14 to the Elizabeth Fry Society of Simcoe County, 10 to the David Busby Street Centre and 10 to the Barrie Bayside Mission Centre (Salvation Army). Their goal is to reach 150 Packz by the end of March.

“We are encouraging friends, families, colleagues and local businesses to team up this month and create a Packz at home or in the workplace,” said Scott Cooper, one of the key Packz founders. “While we aim to run this project year-round, we know the winter months can be especially brutal.”

The group plans to provide as much support as it can to community organizations that service the homeless while also reaching out through networking to the 'hidden homeless' — those who, for whatever reason, aren't accessing services but may be couch surfing and need a helping hand.

Some of the items to include in a Packz (a new or gently used backpack) are: Clothing: hats, mitts, face warmers, scarves, warm gloves, warm socks, small blankets, sweaters, underwear, long underwear. Personal products: flashlight, deodorant, toothbrush and toothpaste, anti-bacterial wipes, Kleenex, BandAids, roll of toilet paper, pads and tampons, Q-tips, chapstick or lip balm, hand cream. Food and healthy snacks: Granola bars, energy bars, fruit cups or applesauce cups, packaged nuts, packaged meat, dried fruit, meal replacement drinks, cracker snack packs, energy drinks, water.

Items that do NOT work in a Packz: mouthwash, hand sanitizer, razors, large shampoos or body washes, canned food or boxed food that needs to be cooked (e.g. Kraft Dinner), perfume and hair products.

There are currently four locations in Barrie where Packz can be dropped off: Keller Williams Realty Experience at 516 Bryne Drive or 431 Huronia Road; Bliss Anne Green Yoga, 119 Dunlop St. East and Embroid Me, 35 Cedar Point Drive. The group aims to have six locations in total and is particularly looking for a partner in the north end of Barrie.

WELCOME NEW TEAM LEADERS!



Rhonda LaFlamme

MC 777 KW Advantage - Toronto



Maureen Marsiglio

MC 848 KW Realty Centres - Newmarket/ Aurora



Steve Smith

MC 571 KW Golden Triangle Realty - Kitchener



Grant Sprague

MC 873 KW Select Realty - Halifax



Kristine Semrau

MC 269 KW Premiere Realty - Calgary

Upcoming Events - Mark your Calendar!

March 2014

Austin- Expansion Systems Operations
Austin- Launch
Austin- Recruiting Great Agents
Austin- BOLD Launch
Vancouver - BOLD
Woodstock - BOLD
Calgary - BOLD
Toronto - BOLD
Austin- Franchise Systems Orientation
Austin- Retention
Ottawa - BOLD
Halifax - BOLD
Austin- OP Boot Camp
Austin- MCA Success in the Office

March 19-20
March 24
March 24-25
March 24-27
March 24
March 24
March 25
March 25
March 25-27
March 26
March 26
March 27
March 27-28
March 27-28

April 2014

Austin - Franchise Systems Orientation
Austin - MCA Success in the Office
Austin - Agent Financials
Austin - Wealth Building
Austin - Expansion Systems Operations
Austin - Train the Trainer Advanced
Austin - Train the Presenter

April 7-9
April 10-11
April 10
April 11
April 16-17
April 29-30
April 29-30

Education.
Training.
Coaching.
Growth.

kw
KELLERWILLIAMS.



And another one for the record books.
Congratulations, Keller Williams!

Training Magazine has named you No. 2
on its worldwide Training 125 — the highest
ranking real estate franchise on the list.



Did you hear?

Keller Williams Realty was named the

#2 Training Organization in the World

across all industries by *Training Magazine!*

<http://bit.ly/1iwsZU0>



kw | Canada Market Centres

www.kellerwilliamsrealty.ca/kwca/MCLeadership

Congratulations, Keller Williams, on a
RECORD-SHATTERING PERFORMANCE!

IN 2013, YOU ...

ADDED **15,000**
associates ▲ 20%

HANDLED **644,000**
transactions ▲ 20%

CLOSED **\$158 Billion**
in sales ▲ 30%

EARNED **\$4.2 Billion**
in commissions ▲ 30%

POCKETED **\$78 Million**
in profit share ▲ 40%

Thank you for outpacing the competition and another LEGENDARY year. #BooYAH!

READ MORE AND SHARE

Newmarket	kw Canada	416-637-8340
Abbotsford	Keller Williams Valley Realty	604-852-2234
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
Halifax	Keller Williams Select Realty	902-407-7373
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 Real Estate Service	416-222-6188
Toronto	Keller Williams Referred Urban Realty	416-572-1016
Toronto West	Keller Williams Neighbourhood Realty	416-236-1392
Whitby/Oshawa	Keller Williams Energy Real Estate	905-430-2320



Congratulations to all of our Olympic athletes who represented Canada this year.

You did our country proud! Thank you!

Gold	Silver	Bronze	Total
10	10	5	25



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

Facebook: www.facebook.com/KWCanada **Twitter:** www.twitter.com/kw_canada

Your Canadian Leadership Team



John Furber
Canadian Director



Diane Mitchell
Canadian Director



Heather Prentice
Operations Manager



Jeannette Seguin
Regional MCA

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