

## Inside

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## Up Coming

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

Contact your Team Leader!



## Achieving your goals with KW MAPS Coaching!

MAPS (Mega Achievement Productivity Systems) Coaching offers its clients market-specific, customizable real estate coaching programs. Why choose MAPS Coaching? Simple. Coaching makes a difference. Our Coaches hold you accountable to your goals, sparks discipline, and fuels your performance to guide you to new heights in your career.

### Perform to your potential with these great MAPS Coaching programs:

#### Individual Coaching

With a powerful focus on mindset, skills, discipline and high accountability, individual coaching isn't for everyone – only the ones that want to improve.

Elite Team Coaching  
Do you want to grow a 7th level team?  
Do you want to build an elite team  
trained by specialists?

Group Coaching  
Are you ready to take your  
business to the next level?

## For things to get better, you have to become better.

Continue learning with these and other fantastic programs...



### Leader

BOLD Leader prepares you to become a world-class leader that attracts and amplifies the best talent in each of us.



### Experience

Over seven weeks, BOLD conditions agents with powerful mindset exercises, language techniques, business-building strategies and live lead generation activities.



### Technology

This program breaks you through your limiting beliefs and powers you into the world of online lead generation and conversion!



### Ignite

Ignite has a single objective: to propel both newly licensed and experienced Keller Williams real estate agents into immediate productivity.

Find out more about our Coaching programs.

<http://mapscoaching.kw.com/>



**Dianna Kokoszka, President of MAPS Coaching**

Named Business Woman of the Year by Denver Business Magazine and Business Council Entrepreneur of the Year by Champions of Free Enterprise



**Mary-Anne Gillespie, Canadian MAPS Coach**

Canadian Diamond Society Award Winner for Ultimate Service and Top Sales, Recognized in the Ottawa Citizen as an "on the rise" Young Business Woman to watch as well as Rookie of the year award recipient



## HERE ARE A FEW OF OUR CANADIAN MAPS COACHING SUCCESS STORIES!



### **Ed Versteeg, Productivity Coach - KW Golden Triangle Realty**

Ed recently became a productivity coach with MAPS at the KW Market Centre in Kitchener and has already generated over \$28,000 in company dollar - in only 2 months!



### **Nathan Flanagan & Shaw Hasyj of Keller Williams Golden Triangle Realty**

This year, Shaw & Nathan have already exceeded more than half of their 2013 result!



### **Premiere Real Estate Group, Keller Williams Ottawa Realty**

**Premiere Real Estate Group** lead by partners Paolo and Nancy who are in their first 6 months as a brand new team with BIG goals just hit their targeted mid year goals!



### **Vallee Real Estate Team, Keller Williams Black Diamond Realty**

Congratulations to the Vallee Real Estate Team for achieving a \$111,000 GCI week in 2014!



### **Paul Allan, Keller Williams Golden Triangle Realty**

Congratulations to Paul Allan who is up \$124,897 in GCI YTD from last year's production so far!



### **Stephanie Nause, Keller Williams Referred Urban Realty**

Stephanie and her team have just hit their productions numbers from last year!



### **Sean & Dylan Provencher, Keller Williams Advantage Realty**

Sean and Dylan, just celebrated their first ever \$100,000 GCI week!



### **Matt Santagapita, Keller Williams Lifestyles Realty**

Matt Santagapita's team have just hit their production numbers from last year!



### **Brad Cross, Keller Williams Ottawa Realty**

12 Years with KW and he just broke a record for capping by hitting it in 2.5 months!

## Keller Williams Canada Welcomes...



**kw** SELECT REALTY  
KELLERWILLIAMS®

### The Al Chiasson Home Selling Team joins Keller Williams Select Realty

**Halifax, NS, June 3, 2014** – Keller Williams Canada is proud to announce that The Al Chiasson Home Selling Team has joined Keller Williams Select Realty in Bedford, Nova Scotia.

“We’re excited to welcome The Al Chiasson Home Selling Team to the Keller Williams Realty family,” says John Furber, Canadian Director. “We are honoured to be in business with them and look forward to all our future years of success together.”

Al explains why he and his team joined KW: “The benefit that our clients will receive by having our team join the KW family will be second to none. This company has support, resources, and technological tools that will only further enhance the vast services we offer.”

Al and his team have been recognized annually for their contribution and successes having been honoured by Royal LePage for being in the top 3% of sales representatives in Canada for the last 9 consecutive years and for being the longest running #1 team with Royal LePage in Nova Scotia.

Jerry Murphy, Operating Principal of KW Select Realty, shared, “I have known Al for years and we are truly lucky to have The Al Chiasson Home Selling Team join us. Keller Williams offers its associates unparalleled career growth and lifelong learning opportunities in the real estate industry. We know that Al and his team will be a great fit and that it is our customers who will benefit.”

Keller Williams is now the largest Real Estate Company in North America with extensive growth happening throughout the International Markets.

The Halifax Market Centre located at 222 Waterfront Drive, Suite 106 opened their doors in July 2010 and have grown to 105 associates.

To learn more about Keller Williams Select Realty, please contact Grant Sprague, Team Leader  
[teamleader@kwhalifax.com](mailto:teamleader@kwhalifax.com); 902.407.7373 or visit [www.kwhalifax.com](http://www.kwhalifax.com).



## Karen Paul & Associates joins Keller Williams Edge Realty Market Centre

BURLINGTON, ON JUNE 25/14 — Keller Williams Canada is proud to announce Karen Paul & Associates has joined Keller Williams Edge Realty in Burlington. “We’re incredibly excited to welcome Karen Paul and her Team to the Keller Williams Realty family,” says Diane Mitchell, Canadian Director. “This company succeeds through its Associates, and having Karen and her team join, is a tremendous addition for us.”

Karen shares why she and her team joined KW: “I’ve been in the Real Estate Industry for 36 years and I chose to move over to Keller Williams because I see that the future of Real Estate is in this Company,” says Karen, “I know the education and support that is provided for my Team Members will make a difference to our business and ultimately, our clients.” Karen 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 26th year in a row, the prestigious Chairman’s Club Award, distinguishing her team as the top 1% in sales for Royal LePage Canada.

“We are truly lucky to have Karen Paul & Associates join us at Keller Williams Edge Realty,” says Team Leader Donna Beach. “Keller Williams offers its associates tremendous career growth and unparalleled learning opportunities in the business of Real Estate. We know that Karen and her Team are a great fit and that it is our organization that will truly benefit from them joining us.”

Keller Williams is now the largest Real Estate Company in North America with extensive growth throughout the International Markets. The Burlington Market Center, located at 3027 Harvester Road, opened their offices in May 2012 and has grown to 118 associates.

To learn more about Keller Williams Edge Realty, contact Donna Beach at 905-335-8808 or visit <http://www.kellerwilliamsedge.com/>

MEDIA CONTACT: Penny MacKenzie  
Operating Partner  
Direct: 289-288-2101

## TOP 25 VIPEVENT

### KW Canada's 3rd Annual



Our Top 25 Masterminding together!



A very special presentation by David Osborn, Regional OP of Canada: **"Wealth Can't Wait"**



David Osborn: **LIFE<sup>10</sup> = Passion + Goals x Action**

Attendees shared their AHA's and Takeaways from the day's event:



"My biggest take away was learning how to engage clients on a more personal level. I received a number of great ideas which I am going to Implement immediately to increase my one-on-one interaction."

- Peggy Hill, KW Experience Barrie



"The top 25 event was fantastic. I had a great time exchanging ideas, thoughts and practices. I always learn so much from my peers and it drives me to work towards bringing my business to the next level. "

- Tom Mitchell, KW Realty Centres Newmarket



"It is always refreshing to meet in an environment where sharing information is so open, authentic and useful, It is reassuring that our culture is alive and well."

- Larry Lloyd, KW Energy Whitby



"Our biggest aha was how important it was for us as business owners to fund other streams of incomes from our selling activities. *Horizontal Income* is very powerful."

- Stephen & Shirley Hanlon, KW Realty Solutions Mississauga

## KW Canada Current Rankings

### Top Canadian Market Centres - KWRI

YTD 5.31.14 Ranking out of 674 Market Centres in North America

#### Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	39
KW Advantage Realty, Toronto	140
KW Urbain, Montreal	185
KW Referred Realty, Toronto	197
KW Neighbourhood Realty, Toronto	209

#### Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	39
KW Advantage Realty, Toronto	140
KW Referred Realty, Toronto	192
KW Edge Realty, Burlington	295
KW Golden Triangle, Kitchener	322

#### Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	6
KW Edge Realty, Burlington	45
KW Elite Realty, Port Coquitlam, BC	118
KW Energy Realty, Whitby/Oshawa	122
KW Advantage Realty, Toronto	131

#### Market Centres - Ranked by Closed Units

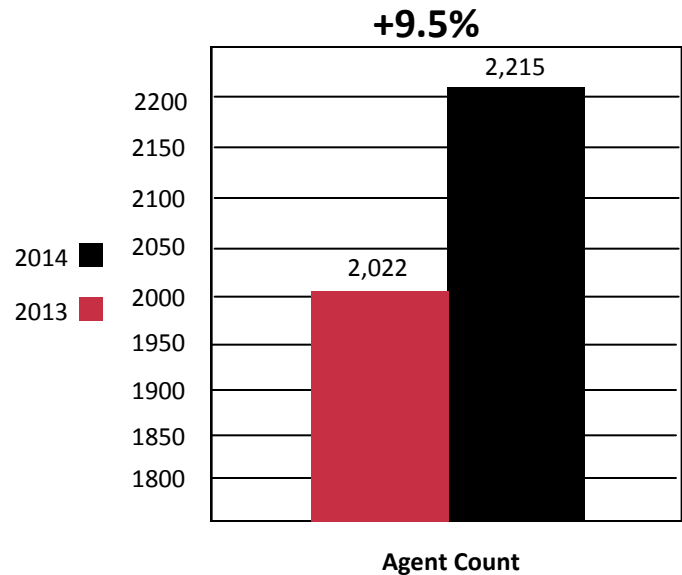
KW Ottawa Realty, Ottawa	13
KW Energy Realty, Whitby/Oshawa	195
KW Realty Centres, Newmarket	257
KW Advantage Realty, Toronto	274
KW Golden Triangle, Kitchener	275

#### Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	16
KW Energy Realty, Whitby/Oshawa	158
KW Advantage Realty, Toronto	186
KW Realty Centres, Newmarket	231
KW Edge, Burlington	259

### Agent Count KW Canada

MOM 5.31.14



## CREA CORNER

The Canadian Real Estate Association

### Did You Know?

- National home sales rose 5.9% from April to May
- The number of newly listed homes climbed 3.8% from April to May
- The national average sale price rose 7.1% on a year-over-year basis in May
- The MLS® Home Price Index (HPI) rose 5.0% year-over-year in May

## KW Canada Top 25 Producer GCI

### Individual

All numbers reflect YTD production 5.31.14

Associate		Market Centre		Associate		Market Centre			
1	Lauren June	Haw	930	Toronto	13	Suzanne	Lewis	777	Toronto
2	Mohnish	Aggerwal	237	Ottawa	14	Larry	Allen	873	Bedford
3	Trevor	Street	833	Port Coquitlam	15	Eric	Glazenberg	837	Toronto
4	Kelly	Fry	833	Port Coquitlam	16	Guy	Cooley	269	Calgary
5	Jean	Richer	237	Ottawa	17	Joanne	James	237	Ottawa
6	Nuria	Cano-Ortiz	403	Toronto	18	David	Roach	571	Kitchener
7	Alexandra	Brott	930	Toronto	19	Jin	Chen	237	Ottawa
8	Thom	Fountain	237	Ottawa	20	Irene	Bilinski	237	Ottawa
9	James	Benson	777	Toronto	21	Alex	Sarazin	237	Ottawa
10	Austin	Keitner	930	Toronto	22	Belinda	Mulford	927	Toronto
11	Kevin	Dixon	848	Newmarket	23	Anna	Turner	237	Ottawa
12	Brenda	Kielbratowski	873	Bedford	24	Lee	Lander	848	Newmarket
					25	Lesley	Cumming	904	Burlington

### Team (2 Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	Skaff Home Marketing Group	237	Ottawa	13	The Oakes Home Team	237	Ottawa
2	The Lee Team	837	Toronto	14	Stage & Sold Team	656	Mississauga
3	The Vatandoust Team	838	Whitby	15	McKinley Team	237	Ottawa
4	Kaushansky & Brown Team	927	Toronto	16	The Chan Team	929	Mississauga
5	KOBLE Commercial Property Group	237	Ottawa	17	Jason Van Stiphout Team	838	Whitby
6	The Sherwood Manian Group	403	Toronto	18	Sheila Morrison Team	269	Calgary
7	Weir Team	777	Toronto	19	Ken and Lisa	237	Ottawa
8	The Michael McDougall Team	838	Whitby	20	Hanlon Team	929	Mississauga
9	Allan Team	571	Kitchener	21	Ryan McLean Team	904	Burlington
10	Team Daniel Berger	937	Montreal	22	Team Molkos	403	Toronto
11	Caroline Novinic/Dave Clarke	848	Newmarket	23	The Malec & Moore Team	904	Burlington
12	The Kelly Team	904	Burlington	24	Team Melanie Dubois	937	Montreal
				25	Jackie Carron Team	927	Toronto

### Group (3 or more Producing Associates)

Associate		Market Centre		Associate		Market Centre	
1	The Peggy Hill Team	926	Barrie	13	The Huber Team	833	Port Coquitlam
2	Mike Clarke Group	777	Toronto	14	Hasyj and Flanagan	571	Kitchener
3	Eric & Juliana Vallee Marketing Systems	936	Burnaby	15	Evans-El Attar Property Group	237	Ottawa
4	Peroff Team	848	Newmarket	16	The Polsinello Team	848	Newmarket
5	Dekker Team	425	Ottawa	17	The McSparran Team	904	Burlington
6	Mitchell Team	848	Newmarket	18	The Mullin Lloyd Team	838	Whitby
7	Lisa Fayle Team	838	Whitby	19	Team Bourgon Boulerice	237	Ottawa
8	Team Cheff-Lanctot	937	Montreal	20	Kate Peterson Team	929	Mississauga
9	Pilon/Hamilton Team	237	Ottawa	21	Mulholland and Ross	837	Toronto
10	Kevin Larose Team	929	Mississauga	22	The BestTeam	838	Whitby
11	Farquhar Advantage Team	927	Toronto	23	Provencher Team	777	Toronto
12	Home Team	237	Ottawa	24	Jim Reitzel	571	Kitchener
				25	The Julie Kinnear Team	927	Toronto

## KW Canada Top 25 Producers Units

All numbers reflect YTD production 5.31.2014

Associate		Market Centre		Associate		Market Centre	
1	<b>Marvin Alexander</b>	<b>848</b>	<b>Newmarket</b>	13	Taha Al-Shaikhly	237	Ottawa
2	Andrew Bolton	848	Newmarket	14	Mohnish Aggerwal	237	Ottawa
3	Damien Robitaille	237	Ottawa	15	Colt Charlebois	237	Ottawa
T4	Trevor Street	833	Port Coquitlam	16	David Roach	571	Kitchener
T4	Jean Richer	237	Ottawa	T17	Kelly Fry	833	Port Coquitlam
6	Jin Chen	237	Ottawa	T17	James Benson	777	Toronto
7	Brenda Kielbratowski	873	Bedford	T17	Joanne James	237	Ottawa
8	Larry Allen	873	Bedford	T17	Lee Lander	848	Newmarket
9	Guy Cooley	269	Calgary	T17	Laura Voicu	237	Ottawa
T10	Irene Bilinski	237	Ottawa	T17	Wassim Labateya	937	Montreal
T10	Jenna Swinwood	425	Ottawa	T17	Anne Marie McGinley	941	Fredericton
12	Kevin Stacey	873	Bedford	T17	Daniel Berger	937	Montreal
				T17	Yannick Normandin	937	Montreal

## Team (2 Producing Associates)

TEAM		Market Centre		TEAM		Market Centre	
1	<b>Skaff Home Marketing Group</b>	<b>237</b>	<b>Ottawa</b>	13	The Kelly Team	904	Burlington
2	The Vatandoust Team	838	Whitby	14	Thyssen Group	890	London
3	McKinley Team	237	Ottawa	T15	Team Marie-France Vachon	937	Montreal
4	Team Gerrits	873	Bedford	T15	Team Daniel Berger	937	Montreal
5	The Lee Team	837	Toronto	T15	The Referral Team	930	Toronto
6	Caroline Novinic/Dave Clarke	848	Newmarket	T15	Jackie Carron Team	927	Toronto
T7	Jason Van Stiphout Team	838	Whitby	T15	The Malec & Moore Team	904	Burlington
T7	The Michael McDougall Team	838	Whitby	T15	Beaudry/Klein	237	Ottawa
T7	Hughes-Workman Realty Team	777	Toronto	T15	Ken and Lisa	237	Ottawa
T7	Allan Team	571	Kitchener	T15	Team Bourque	237	Ottawa
11	The Oakes Home Team	237	Ottawa	23	Cheung Barton Hill	237	Ottawa
12	The Sherwood Manian Group	403	Toronto	T24	Stage & Sold Team	656	Mississauga
				T24	The Marcus Team	237	Ottawa

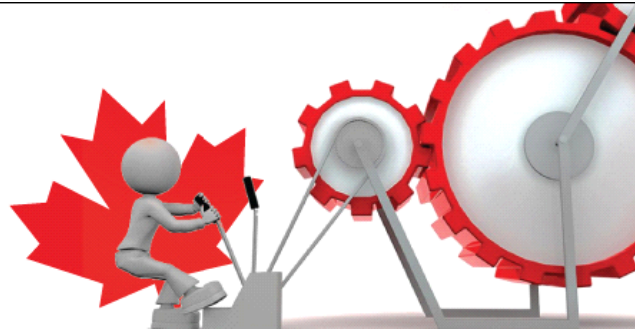
## Group (3 or more Producing Associates)

Group		Market Centre		Group		Market Centre	
1	<b>Team Cheff-Lanctot</b>	<b>937</b>	<b>Montreal</b>	T12	Hasyj and Flanagan	571	Kitchener
2	The Peggy Hill Team	926	Barrie	14	Jim Reitzel	571	Kitchener
3	Pilon/Hamilton Team	237	Ottawa	15	The Huber Team	833	Port Coquitlam
4	Mike Clarke Group	777	Toronto	16	The Polsinello Team	848	Newmarket
5	Peroff Team	848	Newmarket	T17	Doug Coulter Team	571	Kitchener
6	Eric & Juliana Vallee Marketing Systems	936	Burnaby	T17	Tony and Denise	571	Kitchener
7	The Drisdelle Team	941	Fredericton	T19	Home Team	237	Ottawa
8	Team Bourgon Boulerville	237	Ottawa	T19	The McSparran Team	904	Burlington
9	Lisa Fayle Team	838	Whitby	21	The Mullin Lloyd Team	838	Whitby
10	Evans-El Attar Property Group	237	Ottawa	22	Cleaves Team	571	Kitchener
11	Dekker Team	425	Ottawa	23	Santa Sells Houses Team	890	London
T12	Mitchell Team	848	Newmarket	24	The Shawn Lepp Team	838	Whitby
				25	The Gary Cooke Team	833	Port Coquitlam



**Congratulations to our top performing  
Market Centres in the**

# **Growth Initiative!**



## **Top 5 Team Leader Appointments**

1. KW Realty Centres - Maureen Marsiglio 40
2. KW Realty Solutions - Sunny Daljit 36
3. KW Black Diamond - Kevin Lynch 26
4. KW Referred Urban - Jamie Purvis 23
5. KW Select - Grant Sprague 21

## **Top 5 Gross Agents**

1. KW Realty Centres 8
2. KW Edge 6
- T3. KW Ottawa 5
- T3. KW Realty Solutions 5
5. KW Referred Urban 4

## **Top 5 Net Agents**

1. KW Realty Centres 8
- T2. KW Edge 5
- T2. KW Realty Solutions 5
4. KW Referred Urban 4
- T5. KW Real Estate Associates 2
- T5. KW Advantage 2

## **Top 5 Owner Profit**

1. KW Neighbourhood
2. KW Ottawa
3. KW Edge
4. KW Referred
5. KW Advantage

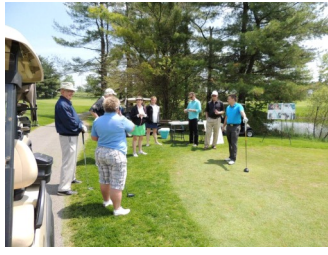
All numbers reflect YTD 5.31.2014

## Market Centre

# News

### Charity Golf Tournaments

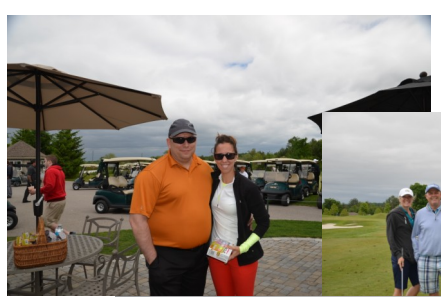
#### KW Edge - Burlington



#### KW Referred & Referred Urban - Toronto

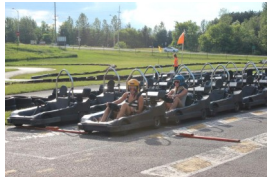


#### KW Experience - Barrie



#### KW VIP - Ottawa

Summer BBQ Kick-Off and Family Fun Day!





## Market Centre

## News

### KW Realty Centres - Newmarket

#### Informative and FUN Filled Team Meeting!

Special thanks to Brad Lewis from McPherson & Lewis for speaking to our associates about Canada's Anti-Spam Legislation!



### KW - Black Diamond



These agents are a tough bunch!! Here they are having completed the 'Tough Mudder' mud run event.

### KW Elite - Port Coquitlam



#### ELITERS

Keller Williams Elite Realty participated in a Slow Pitch Tourney where they played against other Real Estate Brokerages. Plenty of fun was had by all!



### KW Select - Halifax



Enjoying a friendly **Get Together** after a productive Team Meeting .

## GOT CULTURE?

Nominated by their peers, **Cultural Ambassadors** are associates who are shining examples of **giving, sharing, and helping to grow** the **KW culture**. They are selected for their service to others both inside their Market Centre and in their communities.

### Congratulations... KW Canada 2014 Cultural Ambassadors



#### **Shanon Kelley** - MC 833 Keller Williams Elite Realty

Shanon exemplifies our WI4C2TS. She is a true leader and mentor in her Market Centre. No matter how busy she is in her business she's always willing to lend a helping hand to someone in need. She has initiated a large number of cultural projects and experiences within her community as well as within her office.



#### **Christianne Bray** - MC 873 Keller Williams Select Realty

Chris inspires and motivates others and is always the first person to show up to give of herself. She takes charge and organizes others to become involved, whether it is to organize RED Day or to arrange having food prepared and delivered to those in need - a fellow agent or someone within the community. Chris is the General of KW Select's Cultural Army - standing by and ready to serve!

## Keller Williams Canada Welcomes...

**kw**URBAIN  
KELLERWILLIAMS.  
AGENCE IMMOBILIÈRE



#### **Maureen Barnett** - Market Centre Administrator KW Urbain, Montreal, QC.

##### **WELCOME MAUREEN**

Maureen is highly skilled and experienced, with over 20 years in the accounting and administration field and is looking forward to getting to know each and every one of our esteemed brokers.

##### **BIENVENUE À MAUREEN**

Hautement qualifiée et expérimentée, Maureen a plus de 20 ans d'expérience dans le domaine de la comptabilité et de l'administration de bureau et est impatiente de connaître chacun de nos courtiers.

## Upcoming Events - Mark your Calendar!

### July 2014

Franchise Systems Orientation	July 14-16
RD Meeting	July 16
MCA Success In The Office	July 17-18
FIERCE Conversations	July 17-18
MAPS Coaching Skills Camp	July 21-23
Leadership & Motivation	June 26

### August 2014

Expansion Systems Orientation	August 6-7
Launch	August 11
Train the Trainer Advanced	August 11-12
BOLD Launch	August 11-14
Franchise Systems Orientation	August 12-14
RD Meeting	August 13
Train the Presenter	August 13-14
Recruit Select	August 25-26
Market Center Financials	August 25-26
Action Training	August 27
MCA Success In The Office	August 27-28
Leadership & Motivation	August 28
Drive	August 29

## 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 | 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!*

