

## Inside

- KW Canada Welcomes...
- Titus & Tobias Bass
- Stats
- KW News
- KW Events
- Wellness Day April 4<sup>th</sup>
- Red Day May 8<sup>th</sup>

## Up Coming Events

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

Contact your Team Leader!

## BOLD 2013 GRADUATES



# 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 your business to the highest levels.
- Discover the benefits of a life by design!

OPEN TO ALL AGENTS

## BOLD is HERE in a city near YOU!

Meet our **BOLD** Coaches



Mitchell Schwartz



Rob Daniel

Register TODAY!  
Contact your Team Leader.

Vancouver  
Woodstock  
Calgary  
Toronto **SOLD OUT!**  
Ottawa

For more details email [KWRG30@KW.com](mailto:KWRG30@KW.com)

## Turner Weber joins **Keller Williams Edge Realty !**

*James Turner and Lisa Weber, the real estate sales team of Turner Weber, has joined the Keller Williams Edge Market Centre.*



James and Lisa pride themselves on going above and beyond the typical services offered by most other real estate firms. "Our team has gone to great lengths to surround ourselves with experts in every field related to the housing industry. Our long-standing relationships with builders, lenders, title companies, closing attorneys, home inspectors, contractors, stagers and decorators, ensure we are able to close the transactions that best suit your lifestyle and investment needs."

"We are truly lucky to have the Turner Weber Team join us at Keller Williams Edge Realty," says Team Leader Donna Beach. "Keller Williams offers its associates unparalleled career growth and lifelong learning opportunities in the real estate industry. We know that the Turner Weber Team will be a great fit and that it is our customers who will truly benefit from James and Lisa joining us."

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

We knew Keller Williams was a great fit for our team and our clientele as they share the same philosophy and customer service standards our clients have come to expect from us," says James Turner and Lisa Weber, the principals behind the Turner Weber Team.

The Burlington Market Centre, located at 3027 Harvester Road, Suite 105, opened their offices in May 2012 and has grown to 90 associates.

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

## 1kw FAMILY REUNION

where  
**YOU**  
belong

CANADA 

feb 15-19  
**2014**  
PHOENIX  
ARIZONA

## Event Update...

**Titus and Tobias Bass  
Receive \$57,456 Gift from  
Keller Williams Associates.**

During Keller Williams Realty's annual Family Reunion in Phoenix, Ariz., the family received a giant push of their own in the form of a **\$57,456** gift from attendees at the event.



After listening to their story and witnessing the far-reaching power of childhood love during the 15<sup>th</sup> annual Inspirational Brunch, more than 9,000 real estate professionals dug deep into their hearts and their pockets to give back.

"Titus and Tobias have many more miles to run and many more lives to impact and we are truly honored to be able to give them this amazing gift," said Keller Williams Realty Vice-Chairman of the Board Mo Anderson.

### FAMILY REUNION LINKS...

Powerpoints are available to download <http://familyreunion.kw.com/download>

Order 2013 Awards medallions: <http://mykw.kw.com/kwintranet/getSiteCTPost.action?>

The next evolution for real estate teams, as share by gary keller:  
<http://blog.kw.com/2014/02/23/mega-agent-expansion-go-forth-and-multiply/?sf23173539=1>

## KW Canada Current Rankings

### Top Canadian Market Centres - KWRI

YTD 2.28.14 Ranking out of 674 Market Centres in North America

#### Market Centres - Ranked by Owner Profit

KW Advantage Realty, Toronto	33
KW Referred Realty, Toronto	81
KW Ottawa Realty, Ottawa	105
KW Urbain, Montreal	109
KW Energy Realty, Toronto	245

#### Market Centres - Ranked by Profit Share

KW Advantage Realty, Toronto	32
KW Referred Realty, Toronto	78
KW Ottawa Realty, Ottawa	105
KW Energy Realty, Toronto	263
KW Edge Realty, Burlington	312

#### Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	6
KW Advantage Realty, Toronto	69
KW Elite Realty, Port Coquitlam, BC	85
KW Energy Realty, Whitby/Oshawa	96
KW Realty Centres, Newmarket/Aurora	108

#### Market Centres - Ranked by Closed Units

KW Ottawa Realty, Ottawa	10
KW Advantage Realty, Toronto	141
KW Energy Realty, Whitby/Oshawa	164
KW Realty Centres, Newmarket/Aurora	241
KW Elite Realty, Port Coquitlam	297

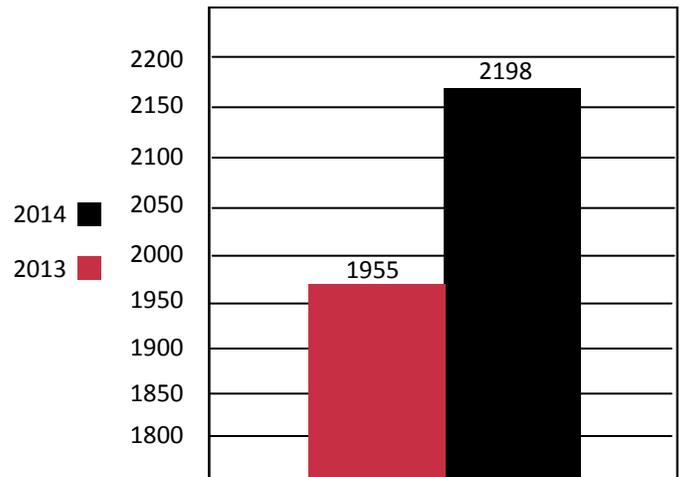
#### Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	16
KW Advantage Realty, Toronto	116
KW Energy Realty, Whitby/Oshawa	140
KW Realty Centres, Newmarket/Aurora	182
KW Referred Realty, Toronto	215

### Agent Count KW Canada

MOM 2.28.14

**+12.4%**

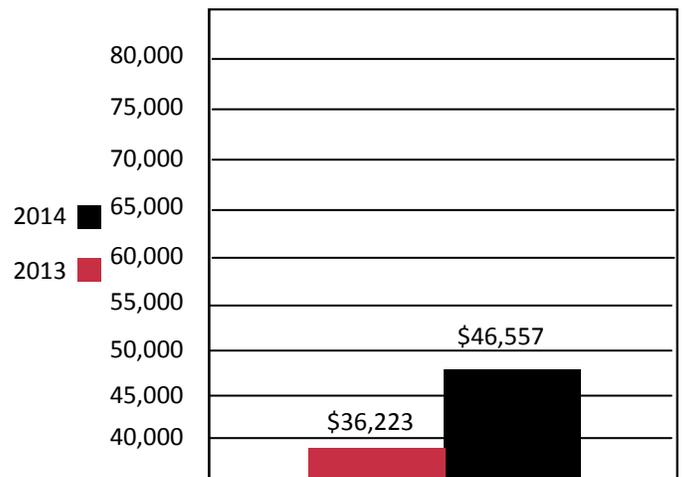


Agent Count

### Profit Share KW Canada

MOM 2.28.14

**+28.5%**



Profit Share

## KW Canada Top 25 Producer Units

All numbers reflect YTD production 2.28.14

### Individual

Associate	Market Centre	Associate	Market Centre
1 <b>Marvin Alexander</b>	MC 848 - Newmarket/Aurora	T14 Amy Lynn Francis	MC 571 - Kitchener
T2 Andrew Bolton	MC 848 - Newmarket/Aurora	T14 Guy Cooley	MC 269 - Calgary
T2 Jin Chen	MC 237 - Ottawa	T14 Jean Richer	MC 237 - Ottawa
T4 Jack Anbara	MC 237 - Ottawa	18 Ron Dulle	MC 706 - Abbotsford
T4 Trevor Street	MC 833 - Port Coquitlam	19 Brenda Kielbratowski	MC 873 - Halifax
6 Dave Roach	MC 571 - Kitchener	T20 Larry Allen	MC 873 - Halifax
7 Rod Forsythe	MC 269 - Calgary	T20 Lee Lander	MC 848 - Newmarket/Aurora
8 Colt Charlebois	MC 237 - Ottawa	T20 Andy MacEachern	MC 777 - Toronto
T9 Mark Loeffler	MC 904 - Burlington	T20 Kirby Chan	MC 848 - Newmarket/Aurora
T9 Janice Rushford	MC 777 - Toronto	T20 Colby Marshall	MC 926 - Barrie
T9 Leo Escobar	MC 904 - Burlington	T20 Jeremy Turgeon	MC 941 - Fredericton
T9 Andrew Slane	MC 706 - Abbotsford	T20 Debra Komitsch	MC 269 - Calgary
13 Kevin Stacey	MC 873 - Halifax		
T14 Jonathan Edwards	MC 930 - Toronto		

### Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 <b>The Lee Team</b>	MC 837 - Toronto	T9 The Michael McDougall Team	MC 838 - Whitby
2 Team Wong Number	MC 777 - Toronto	T9 Hughes-Workman Realty Team	MC 777 - Toronto
T3 The Kelly Team	MC 904 - Burlington	T17 The Referral Team	MC 930 - Toronto
T3 The James Benson Team	MC 777 - Toronto	T17 Hanlon Team	MC 929 - Mississauga
5 Thyssen Group	MC 890 - London	T17 Team Gerritas	MC 873 - Halifax
T6 Al-Shaikhly Team	MC 237 - Ottawa	T17 Allan Team	MC 571 - Kitchener
T6 Ackerman Team	MC 833 - Port Coquitlam	T17 Team Donnelly	MC 838 - Whitby
T6 MacTavish Myers Team	MC 941 - Fredericton	T17 Weir Team	MC 777 - Toronto
T9 Moniz Team	MC 929 - Mississauga	23 Best Ottawa Homes Team	MC 392 - Ottawa
T9 Caroline Novinic/Dave Clarke	MC 848 - Newmarket/Aurora	24 The Ross Team	MC 269 - Calgary
T9 Stage & Sold Team	MC 656 - Mississauga	T25 Team Daniel Berger	MC 937 - Montreal
T9 Shane Vidal Team	MC 237 - Ottawa	T25 The Swallow Team	MC 403 - Toronto
T9 Bertrand Team	MC 237 - Ottawa	T25 Thom Fountain Team	MC 237 - Ottawa
T9 Ken and Lisa	MC 237 - Ottawa	T25 Cheung Barton Hill	MC 237 - Ottawa
		T25 Priority Team	MC 890 - London

### Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 <b>Cheff-Lanctot</b>	MC 937 - Montreal	14 Skaff Home Marketing Group	MC 237 - Ottawa
2 The Peggy Hill Team	MC 926 - Barrie	15 Farquhar Advantage Team	MC 927 - Toronto
3 The Pilon & Hamilton Team	MC 237 - Ottawa	16 Kevin Larose Team	MC 929 - Mississauga
4 Eric and Juliana Vallee	MC 936 - Burnaby	T17 Hocking Homes Team	MC 926 - Barrie
5 The Peroff Team	MC 848 - Newmarket/Aurora	T17 The Real Estate Pros	MC 237 - Ottawa
6 The Lisa Fayle Team	MC 838 - Whitby	T17 The Mitchell Team	MC 848 - Newmarket/Aurora
7 The Drisdelle Team	MC 941 - Fredericton	T20 Hasyj and Flanagan	MC 571 - Kitchener
8 Jim Reitzel	MC 571 - Kitchener	T20 The Marcus Team	MC 237 - Ottawa
9 The Vatandoust Team	MC 838 - Whitby	T20 McKinley Team	MC 237 - Ottawa
10 The Evans-El Attar Property Group	MC 237 - Ottawa	T20 J & A Murphy Team	MC 873 - Halifax
11 The Dekker Team	MC 425 - Ottawa	T20 Baird Team	MC 929 - Mississauga
12 Mike Clarke Group	MC 777 - Toronto	25 Mulholland and Ross	MC 837 - Toronto
13 The Gary Cooke Team	MC 833 - Port Coquitlam		

## KW Canada Top 25 Producers GCI

All numbers reflect YTD production 2.28.2014

### Individual

Associate	Market Centre	Associate	Market Centre		
1	<b>Kevin Dixon</b>	MC 848 - Newmarket/Aurora	14	Bosko Scepanovic	MC 403 - Toronto
2	Rod Forsythe	MC 269 - Calgary	15	Colt Charlebois	MC 237 - Ottawa
3	Dave Roach	MC 571 - Kitchener	16	Jonathan Edwards	MC 930 - Toronto
4	Paul D'Aoust	MC 425 - Ottawa	17	Romeila Son	MC 403 - Toronto
5	Nuria Cano-Ortiz	MC 403 - Toronto	18	Alex Brott	MC 930 - Toronto
6	Lauren June Haw	MC 930 - Toronto	19	Romeo Chad Crisostomo	MC 403 - Toronto
7	Asher Lichtman	MC 403 - Toronto	20	Jin Chen	MC 237 - Ottawa
8	Mark Loeffler	MC 904 - Burlington	21	Andrew Bolton	MC 848 - Newmarket/Aurora
9	Jack Anbara	MC 237 - Ottawa	22	Guy Cooley	MC 269 - Calgary
10	Angela Parks	MC 777 - Toronto	23	Leo Escobar	MC 904 - Burlington
11	Ron Dulle	MC 706 - Abbotsford	24	Trevor Street	MC 833 - Port Coquitlam
12	Michelle Kupe	MC 237 - Ottawa	25	Debra Komitsch	MC 269 - Calgary
13	Jacob Asparian	MC 838 - Whitby			

### Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre		
1	<b>The Lee Team</b>	MC 837 - Toronto	14	Thyssen Group	MC 890 - London
2	The James Benson Team	MC 777 - Toronto	15	Team Wong Number	MC 777 - Toronto
3	Weir Team	MC 777 - Toronto	16	MacTavish Myers Team	MC 941 - Fredericton
4	Team Daniel Berger	MC 937 - Montreal	17	Hanlon Team	MC 929 - Mississauga
5	Stage & Sold Team	MC 656 - Mississauga	18	The Ross Team	MC 269 - Calgary
6	The Michael McDougall Team	MC 838 - Whitby	19	The Referral Team	MC 930 - Toronto
7	The Kelly Team	MC 904 - Burlington	20	Allan Team	MC 571 - Kitchener
8	Thom Fountain Team	MC 237 - Ottawa	21	Team Donnelly	MC 838 - Whitby
9	Moniz Team	MC 929 - Mississauga	22	Best Ottawa Homes Team	MC 392 - Ottawa
10	Ackerman Team	MC 833 - Port Coquitlam	23	Caroline Novinic/Dave Clarke	MC 848 - Newmarket/Aurora
11	Shane Vidal Team	MC 237 - Ottawa	24	Frigault/Schott Team	MC 777 - Toronto
12	Bertrand Team	MC 237 - Ottawa	25	Hughes-Workman Realty Team	MC 777 - Toronto
13	Ken and Lisa	MC 237 - Ottawa			

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Associate	Market Centre	Associate	Market Centre		
1	<b>The Peggy Hill Team</b>	MC 926 - Barrie	14	Team Benson	MC 237 - Ottawa
2	Eric and Juliana Vallee	MC 936 - Burnaby	15	The Mitchell Team	MC 848 - Newmarket/Aurora
3	Farquhar Advantage Team	MC 927 - Toronto	16	J & A Murphy Team	MC 873 - Halifax
4	Peroff Team	MC 848 - Newmarket/Aurora	17	Jim Reitzel	MC 571 - Kitchener
5	Kate Peterson Team	MC 929 - Mississauga	18	The Mullin Lloyd Team	MC 838 - Whitby
6	Piccioni Group	MC 777 - Toronto	19	The Home Team	MC 237 - Ottawa
7	Lisa Fayle Team	MC 838 - Whitby	20	Floyd Team	MC 237 - Ottawa
8	Dekker Team	MC 425 - Ottawa	21	Mulholland and Ross	MC 837 - Toronto
9	Kevin Larose Team	MC 929 - Mississauga	22	The Drisdelle Team	MC 941 - Fredericton
10	Pilon/Hamilton Team	MC 237 - Ottawa	23	Papinenau/Eyking	MC 237 - Ottawa
11	The Gary Cooke Team	MC 833 - Port Coquitlam	24	The Huber Team	MC 833 - Port Coquitlam
12	Team Cheff-Lanctot	MC 937 - Montreal	25	Mike Clarke Group	MC 777 - Toronto
13	The Vatandoust Team	MC 838 - Whitby			



## Market Centre *News*



### KW VIP 2014 Awards Ceremony



### KW ADVANTAGE 2014 Awards Ceremony



### KW EXPERIENCE 2014 Awards Ceremony



## Market Centre *News*

### KW REFERRED URBAN 250 in 90 Challenge



Keller Williams Referred Urban Realty have set a goal to generate **250** listings in the next **90** days, on or before May 31/14.

### KW EDGE 2nd Annual Golf Tournament

We are pleased to announce the KW Edge 2nd annual golf tournament is on May 29th at Carlisle Golf and Country Club. Once again, this year's tournament will be held in support of Habitat for Humanity and KW Cares.

Come Join Us for the...

## 2nd KW EDGE

annual KELLERWILLIAMS. EDGE REALTY CHARITY GOLF TOURNAMENT

MAY 29th 2014

Benefiting Habitat for Humanity Halton

Carlisle GOLF & COUNTRY CLUB CARLISLE

Registration 11am -12pm  
BBQ Lunch 11:30am -12:30pm  
Shotgun Start 1pm  
Dinner 7pm

Reserve your Spot today!  
**905.335.8808**  
or email: [KWedgegolf@gmail.com](mailto:KWedgegolf@gmail.com)

Early Bird Special  
Register Before **April 30th** and enter a chance for a Free Foursome at any Kaneff Golf Facility!

Regular Foursome.....\$700	Single Player.....\$175
Dinner Only.....\$60.00	

Sponsorship Opportunities Still Available!

### KW URBAIN Business Planning



"Business Planning Clinic" présenté au-jour'd'hui chez KW Urbain par/presented today at KW Urbain by Diane Mitchell, la Directrice Régionale/Regional Director de KW Canada - she ROCKS!

"Business Planning Clinic" presented today among KW urban by / presented today at KW Urbain by Diane Mitchell, the Director Regionale/regional Director of KW Canada - she ROCKS!

### KW ADVANTAGE Ignite Graduates

KWA would like to send out a big congrats to the graduates of the first IGNITE session of 2014.  
Great job everyone!



## Market Centre *News*

### MAPS TRAINING EVENT in Ottawa

**Sold out event!** 260 top agents attended MAPS president Shon Kokoszka's training event in Ottawa. The March 2014 Sales Rally at the Hampton Inn was a HUGE Success!! Thank you to everyone who came out!



## SAVE THE DATES!

Wellness Day April 4<sup>th</sup>



**"The First Wealth is Health!"**  
*Ralph Waldo Emerson*

Market Centres across Canada are taking part in a day of physical activity. Let's get physical!!!

### What is Red Day?

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

Red Day May 8<sup>th</sup>



## Upcoming Events - Mark your Calendar!

### April 2014

1st Annual Wellness Day	April 4
Austin - Franchise Systems Orientation	April 7-9
Austin - MCA Success in the Office	April 10-11
Austin - Agent Financials	April 10
Austin - Wealth Building	April 11
Austin - Expansion Systems Operations	April 16-17
Austin - Train the Trainer Advanced	April 29-30
Austin - Train the Presenter	April 29-30

### May 2014

Expansion Systems Orientation	May 6-7
RED Day	May 8
Luxury Homes Retreat (Amelia Island, FL)	May 12-14
Spring Masterminds (Amelia Island, FL)	May 14-16

*Thank You to our Sponsors!*



## kw | Canada Market Centres

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

Newmarket	<b>kw   Canada</b>	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!**  
Mission accomplished as  
Canada finishes Sochi 2014  
Paralympic Games ranked  
third in gold medal count.



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](http://www.facebook.com/KWCanada) **Twitter:** [www.twitter.com/kw\\_canada](http://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

**Keller Williams Canada** Tel: 416.637.8340 Toll Free: 855.637.8340 Fax: 905.895.8579

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