

Inside

- Mega Camp
- New Franchises
- Top Producers
- Ignite
- Stats
- KW Culture
- Market Centre News
- KW Commercial
- KW Events
- KW Canada Goals



September 16 – 20 | AUSTIN, TX

Mega Camp is the place where **top-producing** real estate professionals gather to network with the best and hear the latest insights, trends and skills they need to succeed.

This high-energy event will accelerate your growth!

KW Wellness RED Rally

Sunday September 15th 8:00am

Mega Technology Camp

Wednesday, September 18th 8:00am-12:00pm

KW Canada Reception

Wednesday, September 18th 6:00pm-8:00pm

Mega Agent Camp

Thursday, September 19th 8:00am-5:00pm

Friday, September 20th 8:00am-12:00pm

KW Cares Party with a Purpose

Thursday, September 19th 5:30pm-7:30pm

Mega Agent Masterminds

Friday, September 20th 1:30pm-5:30 pm

<http://mapscoaching.kw.com/mega-camp>



I attended Mega Camp last year and the true culture of the company really stood out. I had loved and used the training that Keller Williams provided for a number of years but the feeling I had when it was all brought together in that sharing caring atmosphere really hit home for me. Soon after attending MEGA CAMP I made the change and it's truly made a difference in my Real Estate career. It's so easy now to tell others that they need to make the trip to Austin to experience it! - Theresa Baird, KW Realty Solutions

Don't miss out. Register TODAY!

feb15-19 2014
1kw FAMILY REUNION

www.familyreunion.kw.com

Welcome to Our New Franchises

BARRIE, ONTARIO, Michael Gleason, CEO/TL



"The culture at Keller Williams is what truly sets the company apart from other real estate brokerages. The culture comes through in everything from the agent-centric focus of the marketing to the amazing training, coaching and consulting that is available to the unique profit-share structure. If you want to create a career worth having, business worth owning and a life worth living, you owe it to yourself to find out more."

BURNABY, BRITISH COLUMBIA, Juliana Vallee, OP



"I am so excited to bring Keller Williams to Burnaby, BC Canada and to be a part of an amazing real estate company! Keller Williams brings outstanding training and coaching, cutting edge technology, culture and wealth building opportunities to our agents. This is a place for agents, at any level, that want to grow their business or to take their business to the next level. There is no better place to be than with Keller Williams."

MISSISSAUGA, ONTARIO, Sunny Daljit, CEO/TL



"The real reason why so many great people are jumping ship to KW is because they end up making more money in less time by getting the highest level of personal coaching and are part of a fun, progressive and transparent agent-driven environment. As an agent you owe it to yourself to go through the profile assessment and interview to find out what we recommend for your business – then decide what you think of us."



FREDERICTON, NEW BRUNSWICK, Austin Drisdelle, OP

"We researched a number of franchise companies and decided that Keller Williams provides extraordinary technology, coaching and in house University for our agents. Most of all the culture of caring, sharing and giving has attracted us to this great company!"

MONTREAL, QUEBEC, Anne St. Dennis, OP



"I am proud to be part of the esteemed team launching the very first Keller Williams in Quebec where we are surely destined to experience explosive growth. We're talking about a company founded on integrity and trust where it's people first. Open books, a learning-based culture, proven models and more...after all, what's not to love about Keller Williams?"

TORONTO-DOWNTOWN, ONTARIO, Jamie Purvis, CEO/TL



"We are becoming known as the Real Estate company of choice for Top Producing agents. Our agents are education based and have a Team Building and growth mindset. We are creating a win-win environment by providing proven systems and models for our agents to increase their production. Our culture is so powerful that our agents are having FUN, becoming more profitable and ultimately changing lives. When you are ready to take your business to the next level, you owe it to yourself to check out Keller Williams."

TORONTO, ONTARIO, Norm Farquhar, OP



"We believe in the Keller Williams business model: support, world-class training, cutting-edge technology, and profit sharing. Our new office is now open in the West End of Toronto and we are utilizing this model to propel our new agents toward instant productivity and to take our top producers to even greater heights. We look forward to growing our team of exceptional realtors and to serving our vibrant community."

Built by agents, for agents...come **GROW** with US!

Operating Principal (OP)
Team Leader (TL)

Top Producing Real Estate Professionals have made KW their New Home!



Peggy Hill,
KW Experience Realty, Barrie

"It has taken me many years to find a real estate company whose mission, goals and values match my own" says Peggy Hill. Peggy and her team have built a reputation for dedication, professionalism, and the highest level of customer service.



Kevin Larose,
KW Realty Solutions, Mississauga

"I have watched Keller Williams grow for years and I have been attending many of their educational events", Kevin says. "I felt the timing could not be better for us to make the move to KW at this time. The opportunities for business development, wealth building and implementation of the KW real estate systems and models were key factors in my decision." He continues, "I know my clients will benefit greatly from the level of service my team will provide. The environment of sharing and contribution in my new office will help us all win together."



Bosko Scepanovic,
KW Referred Realty, Toronto

"I joined Keller Williams for a business opportunity" says Bosco. "I want to build a big real estate team and they already have all the systems that I need. I also want to focus on treating real estate as a business so I can provide superior service to my clients. I look forward to building additional wealth through Profit Share, and one day opening my own Keller Williams office."



Sam Amid,
KW Referred Realty, Toronto

"I joined Keller Williams because I wanted to be a part of something exciting," Amid says. "I noticed many well-respected, top-producing agents were making the move to KW and that piqued my interest. This company promotes an agent-centric business model that focuses on cutting-edge training, building teams, profit sharing and wealth-building opportunities. When I decided that I wanted to take my business to the next level, I knew."



Steve and Shirley Hanlon,
KW Realty Solutions, Mississauga

"It was the next logical step in our growth as Realtors. Being students of the industry since 1988, we felt that this training and development company was designed by realtors for realtors", further he says, "Ultimately, the better we get, the better results we can deliver to our clients. Keller Williams Realty equips us with all the tools we need to be the best realtors we can be".



Theresa Baird,
KW Realty Solutions, Mississauga

"I am thrilled by my decision to be part of Keller Williams. They companies values are in complete alignment of who I am. I am committed to having a business worth owning and a life worth living. KW provides me this opportunity better then any other real estate company".



Ian Hocking & Hocking Homes,
KW Experience Realty, Barrie

"I was at what I considered to be the best named brand in the market so making a transition was extremely challenging, however, when I considered that 1. At KW I was being given the opportunity to leverage not just my real estate sales ability but also the many other avenues of opportunity such as 'profit share', 'Training', and the chance to grow with one of the fastest growing names in Real Estate today. 2. Technology, quite simply KW is either way out in front or working hard on it. 3. The dynamic people, the management at KW 'gets it' in so many different ways."



Team McSparran,
KW Edge Realty, Burlington

"Making a move after almost 30 years with another leading brokerage was a difficult decision. After learning that the Keller Williams' philosophy was very much in-line with my own, it was clear that moving here would be a natural fit, and it didn't take long for my Team to be on board as well. I was impressed by the ongoing training and professional development offered by the company."



**Zein Sangha from
KW Valley Realty says
KW Culture and Ignite has
changed her life...**



“I am excited for the opportunity to talk about Keller Williams. Being a part of a very positive, high energy, fun office with extremely dedicated and successful agents has done wonders not only for my business but for my personal life as well! I came to Keller Williams after only being an agent for 5 weeks. I was very disillusioned about this business and wondered how long I would be able to hang on as an agent. I felt like I had no guidance, no encouragement and most of all no direction or training. I was in an environment that was very competitive and where people seemed to be all about the mighty dollar but truly unhappy. The minute I stepped into the office I had a warm and friendly welcome from the Leadership team and most of all, the agents. I immediately knew I was in the right place but still was unsure about the business and how I would fit into it. I kept thinking, I don't know how I'm going to do it but everyone else around here seems to think I can! With that in mind I began three weeks of Ignite training. I learned so much and felt more and more confident each day! We were given a complete detailed road map of what we needed to do to get where we want to be! I will continue to take in as much as the Market Centre has to offer. The agent that introduced me to KW has been extremely supportive of me and has bent over backwards to help! I'm sure that would be surprising to agents outside of our family but the reality is everyone is helpful around here and now I want to do everything I can to help others! When I say Family that's what it truly feels like. Each of us is unique and have different strengths but when we put people first it is always WIN WIN! I am not wasting one second looking back, only looking very forward to an amazing future!”

KW Mobile App

YOUR App, Listings, YOUR Leads

Individually-branded with your name and contact information

Completely localized listing information

Fully integrated with your kw | Technology tools including IDX*

Advanced lead capture capabilities:

Leads from all MLS listings directly to you

Quicker response time at your fingertips via call, text, or email

Extensive search capabilities including photo gallery

Opening Screen



Map View



List View



Listing Details



Mobile Checklist

- ✓ Maximize your mobile profile by updating your white pages profile
- ✓ Give your listings maximum exposure by signing up for Wolfnet IDX
- ✓ Never miss a lead when you set up your lead notification alerts in eEdge for immediate notification
- ✓ Optimize your listings with great photos, descriptive text and virtual tours.

www.kw.com/kw/mobile_real_estate_search.html

KW Canada Current Rankings

Top Canadian Market Centres - KWRI

YTD 7.31.13

Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	18
KW Advantage Realty, Toronto	30
KW Referred Realty, Toronto	69
KW Select Realty, Halifax	88
KW Golden Triangle Realty, Kitchener	93

Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	17
KW Advantage Realty, Toronto	30
KW Referred Realty, Toronto	69
KW Golden Triangle Realty, Kitchener	86
KW Select Realty, Halifax	87

Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Energy Realty, Whitby/Oshawa	55
KW Advantage Realty, Toronto	65
KW Realty Centres, Newmarket/Aurora	77
KW Elite Realty, Port Coquitlam, BC	82

Market Centres - Ranked by Closed Units

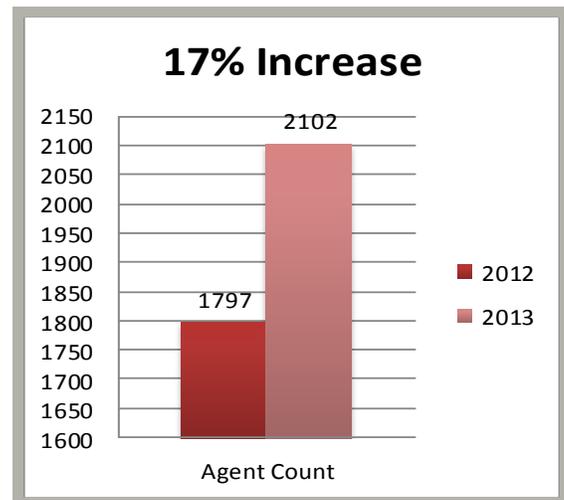
KW Ottawa Realty, Ottawa	10
KW Energy Realty, Whitby/Oshawa	87
KW Select Realty, Halifax	118
KW Golden Triangle Realty, Kitchener	213
KW Advantage Realty, Toronto	221

Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	8
KW Energy Realty, Whitby/Oshawa	73
KW Advantage Realty, Toronto	96
KW Referred Realty, Toronto	141
KW Golden Triangle Realty, Kitchener	190

Agent Count KW Canada

YOY 7.31.13



Rocking the Region

MOM 7.31.13

Market Centre Count	+ 37.5%
Closed Units	+13.9%
Closed Sales Volume	+16.2%
Listings Taken	+0.5%
Listings Taken Volume	+8.7%
Listings Sold	+2.6%
Listings Sold Volume	+8.0%
Contracts Written	+7.7%
Contracts Written Volume	+14.6%
Closed GCI	+16.9%
Average Sale Price	+2.0%

KW Canada Top 25 Producers GCI

All numbers reflect YTD production 7.31.2013

Individual

	Associate	Market Centre		Associate	Market Centre
1	Sean Maas	MC 571 Kitchener	15	Sean Herbinson	MC 848 Newmarket/Aurora
2	Trent Gustus	MC 269 Calgary	16	Fernando Perri	MC 403 Toronto
3	Brenda Kielbratowski	MC 873 Halifax	17	Larry Allen	MC 873 Halifax
4	Chris Scott	MC 392 Ottawa	18	Martin Elder	MC 237 Ottawa
5	Lillian Adamakis	MC 777 Toronto	19	Angela Parks	MC 777 Toronto
6	Alex Brott	MC 930 Toronto	20	David Lyon	MC 237 Ottawa
7	Marvin Alexander	MC 848 Newmarket/Aurora	21	Craig Sherwood	MC 403 Toronto
8	Lauren June Haw	MC 930 Toronto	22	Gina Rose Cristello	MC 425 Ottawa
9	Winston Penny	MC 237 Ottawa	23	Mohnish Aggerwal	MC 237 Ottawa
10	Stewart Madden	MC 848 Newmarket/Aurora	24	Dwight Hounsell	MC 425 Ottawa
11	Lee Lander	MC 848 Newmarket/Aurora	25	Suzanne Mills	MC 838 Whitby/Oshawa
12	Michael Tough	MC 848 Newmarket/Aurora			
13	Guy Cooley	MC 269 Calgary			
14	Campbell Osler	MC 237 Ottawa			

Team (2 Producing Associates)

	Associate	Market Centre		Associate	Market Centre
1	Weir Team	MC 777 Toronto	15	Ken and Lisa	MC 237 Ottawa
2	The Shulman Team	MC 403 Toronto	16	The Smart Move Team	MC 392 Ottawa
3	The Lee Team	MC 837 Toronto	17	Baird Team	MC 929 Mississauga
4	Papineau/Eyking	MC 237 Ottawa	18	Carol Clarke-Rose Team	MC 656 Mississauga
5	The Quality Homes Team	MC 237 Ottawa	19	Penny MacKenzie	MC 904 Burlington
6	Hasyj and Flanagan	MC 571 Kitchener	20	The Josh Bath Team	MC 833 Port Coquitlam
7	Ottawa Dream House	MC 237 Ottawa	21	Super Mario	MC 237 Ottawa
8	Jason VanStiphout Team	MC 838 Whitby/Oshawa	22	The Bertrand Team	MC 237 Ottawa
9	The Bilinski Team	MC 237 Ottawa	23	The Gautreau & Caughey Team	MC 237 Ottawa
10	Mako Britz Real Estate Team	MC 706 Abbotsford	24	The Priority Team	MC 890 London
11	The Marcus Team	MC 237 Ottawa	25	The Mike McDougall Team	MC 838 Whitby/Oshawa
12	The Property Professionals	MC 890 London			
13	Property Friends	MC 237 Ottawa			
14	Curtis Knight Team	MC 571 Kitchener			

Group (3 or more Producing Associates)

	Associate	Market Centre		Associate	Market Centre
1	The Pilon & Hamilton Team	MC 237 Ottawa	15	The Peroff Team	MC 848 Newmarket/Aurora
2	The Peggy Hill Team	MC 926 Barrie	16	The Oakes Home Team	MC 237 Ottawa
3	The Lisa Fayle Team	MC 838 Whitby/Oshawa	17	The Cleaves Team	MC 571 Kitchener
4	Mulholland and Ross	MC 837 Toronto	18	Eric & Juliana Vallee Team	MC 833 Port Coquitlam
5	Mike Clarke Group	MC 777 Toronto	19	Team Bourgon Boulerville	MC 237 Ottawa
6	Kevin Larose Team	MC 929 Mississauga	20	Provencher Team	MC 777 Toronto
7	Jim Reitzel	MC 571 Kitchener	21	The Manian Team	MC 403 Toronto
8	The Best Team	MC 838 Whitby/Oshawa	22	Farquhar Advantage Team	MC 927 Toronto
9	The Home Team	MC 237 Ottawa	23	The Dekker Team	MC 425 Ottawa
10	The Shawn Lepp Team	MC 838 Whitby/Oshawa	24	The Piccioni Group	MC 777 Toronto
11	The Mitchell Team	848 Newmarket/Aurora	25	The Coxworth & Winch Team	MC 392 Ottawa
12	The Mullin Lloyd Team	MC 838 Whitby/Oshawa			
13	Hooper Home Team	MC 237 Ottawa			
14	J & A Murphy Team	MC 873 Halifax			

KW Canada Top 25 Producer Units

All numbers reflect YTD production 7.31.13

Individual

Associate	Market Centre	Associate	Market Centre
1 Marvin Alexander	MC 848 Newmarket/Aurora	T14 Jeffrey Lyons	MC 425 Ottawa
2 Trevor Street	MC 833 Port Coquitlam	T14 Kevin Stacey	MC 873 Halifax
3 Brenda Kielbratowski	MC 873 Halifax	16 Max Vanderheide	MC 838 Whitby/Oshawa
4 Larry Allen	MC 873 Halifax	17 Candice Frigault	MC 777 Toronto
5 Trent Gustus	MC 269 Calgary	T18 Michael Tough	MC 848 Newmarket/Aurora
6 Haris Yusufzai	MC 237 Ottawa	T18 K.J. Lork	MC 777 Toronto
7 Lee Lander	MC 848 Newmarket/Aurora	T18 Josh and Richelle West	MC 392 Ottawa
T8 Chris Scott	MC 392 Ottawa	T21 Michelle Kupe	MC 237 Ottawa
T8 Guy Cooley	MC 269 Calgary	T21 GinaRose Cristello	MC 425 Ottawa
T8 Matt Bastien	MC 833 Port Coquitlam	T23 Fernando Perri	MC 403 Toronto
T8 Suzanne Mills	MC 838 Whitby/Oshawa	T23 Stewart Madden	MC 848 Newmarket/Aurora
T8 Lester Carkner	MC 237 Ottawa	25 Paul Allan	MC 571 Kitchener
13 Randy North	MC 425 Ottawa		

Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 Mark Loeffler Team	MC 904 Burlington	15 The Richer Team	MC 237 Ottawa
2 The Quality Homes Team	MC 237 Ottawa	16 The Lee Team	MC 837 Toronto
3 Weir Team	MC 777 Toronto	T17 Super Mario	MC 237 Ottawa
4 Hasyj and Flanagan	MC 571 Kitchener	T17 Curtis Knight Team	MC 571 Kitchener
5 Jason VanStiphout Team	MC 838 Whitby/Oshawa	T19 The Bertrand Team	MC 237 Ottawa
6 Papineau/Eyking	MC 237 Ottawa	T19 The Al-Shaikhly Team	MC 237 Ottawa
7 Mako Britz Real Estate Team	MC 706 Abbotsford	21 The Smart Move Team	MC 392 Ottawa
8 The Shulman Team	MC 403 Toronto	22 The Chris & Lisa Team	MC 425 Ottawa
T9 Ottawa Dream House	MC 237 Ottawa	T23 The Signature Team	MC 890 London
T9 The Marcus Team	MC 237 Ottawa	T24 Property Friends	MC 237 Ottawa
T9 The Bilinski Team	MC 237 Ottawa	T25 Penny MacKenzie	MC 904 Burlington
12 The Popeny Professionals	MC 890 London		
13 Ken and Lisa	MC 237 Ottawa		
14 The Priority Team	MC 890 London		

Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 The Pilon & Hamilton Team	MC 237 Ottawa	16 Eric & Juliana Vallee Team	MC 833 Port Coquitlam
2 The Peggy Hill Team	MC 926 Barrie	17 Mulholland and Ross	MC 837 Toronto
3 The Lisa Fayle Team	MC 838 Whitby/Oshawa	18 The Mitchell Team	MC 848 Newmarket/Aurora
4 Jim Reitzel	MC 571 Kitchener	19 Ottawa Property Pros	MC 425 Ottawa
5 The Cleaves Team	MC 571 Kitchener	T20 The Doug Coulter Team	MC 571 Kitchener
6 Mike Clarke Group	MC 777 Toronto	T20 The Gary Cooke Team	MC 833 Port Coquitlam
T7 The Shawn Lepp Team	MC 838 Whitby/Oshawa	T22 Hooper Home Team	MC 237 Ottawa
T7 The Best Team	MC 838 Whitby/Oshawa	T23 Evans-El Attar Property Group	MC 237 Ottawa
9 J & A Murphy Team	MC 873 Halifax	T24 The Oakes Home Team	MC 237 Ottawa
10 Kevin Larose Team	MC 929 Mississauga	T24 Provencher Team	MC 777 Toronto
T11 Team Bourgon Boulерice	MC 237 Ottawa	T25 The Lo Team	MC 837 Toronto
T11 The Mullin Lloyd Team	MC 838 Whitby/Oshawa	T25 Skaff Home Marketing Group	MC 237 Ottawa
T11 The Manian Team	MC 403 Toronto	T25 The Coxworth & Winch Team	MC 392 Ottawa
T14 The Home Team	MC 237 Ottawa		
T14 The Peroff Team	MC 848 Newmarket/Aurora		

Profit Share in the Millions! \$1,386,179

YTD 7.31.13

Congratulations to our Partners in Agent Growth!

The following people have added one or more people to their downline in 2013!

Abigail Glugosh	Christy-Lee D'Oliveira	Ienn Gardner	Julita Jaworski	Mary Louise Gratton	Roy Cleeves
Adrienne Farquhar	Colette Kowalczyk	Glenn Floyd	K J Lork	Mary-Anne Gillespie	Ruth Meehan
Alex Brott	Colleen Thyssen	Gon Lee	Karina Sunderji	Matt Bastien	Ryan Dekker
Alexandre Loutchanski	Dale Marsh	Grant Anderson	Karmen Cheng	Matt Kirby	Sam Moghimi
Allan Cayer	Daniel Gdanski	Hans Peter Epstein	Katherine Peterson	Matthew Santagapita	Samantha Kerr
Allana Thompson	Daniela Schmidt	Ian Hocking	Katherine Sweet	Meaghan Mcaleer	Sandra Furber
Amanda Moco	Danny Grimes	Ian Mcsporrان	Kathleen Emmans	Meghan Pinhey	Sandra O'Donohue
Amanda Dominique	Darcy Schlechtleitner	Iliana Villagomez	Ken Ambrose	Melissa McMahon	Scott Leaf
Amanda Mairs	Ramirez	Irene Bilinski	Kendra Baines	Melissa Snell	Scott Moore
Amber Davidson	Darlene Grant	Isabelle Depault	Kenneth Yim	Michael Clarke	Shakeel Bhayani
Amy Ninkovic	Dave Clancy	Jackie Carron	Kevin Dixon	Michael Eisner	Shannon Kooistra
Amy Youngren	Dave Darling	Jaime Wagg	Kevin Kingma	Michael Lewicki	Shawn Lepp
Andy Wallace	David Anthony	James Benson	Kevin Larose	Michael Tough	Sherry Douglas
Anne St Dennis	David Binns	James Jada	Kim Leary	Michele Rowe	Skyler Cleeves
Ashley Stevens	David Buck	James Lal	Kimberly Broad	Michelle Alton	Sonja Veerman
Audrey Cado	David Dickson	James R. Weber	Kirby Chan	Michelle Brewer	Stephanie Nause
Avril Wendt	David Roach	Jamie Lee Mitchell	Kirk Sharpley	Michelle Esther Fine	Stephanie Sibbitt
Balan Manian	David Tsen	Jamie Purvis	Larry Lloyd	Michelle Kupe	Stephanie Wood
Barbara Best	Deb Shelley	Janelle Furber	Laura Inward	Michelle Orsini	Stephen Hanlon
Ben Wong	Debra Komitsch	Janet Yu	Laura Lipchitz	Miette Driver	Sunny Daljit
Benjamin Greenhill	Delia Moniz	Jarrold Davis	Laurie Dooher	Mike Montague	Susan Allan
Blake Yuill	Denise Bannerman	Jason Cameron	Laurie Scott	Milan Stanisavljevic	Susan Bridle
Bob Kelly	Denise Beairto	Jason Cheese	Leam Hamilton	Mohnish Aggerwal	Suzanne Ethier
Bonnie Keith	Diana Christiansen	Jason Gavazda	Lee Lander	Monte Burris	Suzanne Mills
Bosko Scepanovic	Dianne Astles	Jason Mansingh	Leenah Mangawang	Mylinh On	Suzanne Retter
Brenda Kielbratowski	Dodie Mcdonald	Jason Van Stiphout	Leila Mirzaei	Nancy Benson	Sylvie Begin
Brenda Mckinley	Donna Beach	Jason Weinberger	Leonard Huffman	Nancy Cloutier	Tasnim Jivaji
Brenda Wehmeier	Doug Coulter	Jeanette Grant	Lester Carkner	Natalie Forde	Ted Abraham
Brian Dudgeon	Doug Workman	Jeannette Seguin	Liane Mckinley	Natasha Fornieri	Ted Neal
Bryon Bertrim	Douglas Barrington	Jeff Peterson	Lisa Andrews	Nicole Mckenzie	Terri Spilsbury Ilaender
Cameron Weir	Durwin Leblanc	Jeffrey Luciano	Lisa Deschambault	Norm Farquhar	Theresa Baird
Cameron Ritchie	Dylan Provencher	Jennie Tsiambouris	Lisa Mcdonald	Nuria Cano-Ortiz	Theresa Gibson
Candace Kaszas	Eamonn Kelly	Jennifer Goodman	Lisa Robinson	Pat Henderson	Thom Fountain
Carol Alexander	Edward Morysiak	Jennifer Nieuwdorp	Lorie Farley	Paul Bourque	Thomas Mitchell
Carol Dill	Elena Kazakova	Jeremy Park	Lorn Scanlon	Paul O'Reilly	Tiffany Craigwell
Carolann Thompson	Eli Peroff	Jerry Murphy	Louis Stephen	Peggy Hill	Tom Wideman
Cathy Stoddart	Ensi Pirhosseinlou	Jessica Spidle	Lucas Smith	Penny Boni	Toni Olajide
Cathy Zalman	Foran Larry	Jette Dekker	Luigi Piccioni	Peter Mulholland	Tracy Mullin
Catia Petraccia	Francis Campbell	Jim Reitzel	Luiz Lameiras	Phillip Marcus	Trent Gustus
Cecilia Dutra	Francisco Lozano	Joanna Smieja	Lynne Tham	Rachel Halcovitch	Tuan Tran
Chris Mccorkell	Frank Bertucca	Joanne Fluke	Mark Britz	Rachel Lynn Manzo	Valerie Folk
Christiane Bauer	Gary Semeniuk	Joanne Lucy Archer	Mark Campbell	Reed Allen	Vicki Miller
Christiane Lafleur	Gary V Broughton	John Sorbera	Mark Gonneau	Richard Thyssen	Vincent Shiu
Christine Covern	Gerda Mcsporrان	John Furber	Mark Guincho	Robert Roland	Wanda Clark
Christine Cecchetto	Gertie Forman	John Kemp	Mark Loeffler	Rod Forsythe	Wes Watson
Christine Denty	Gina Cristello	Josh Bath	Marlene Baur	Ron Dulle	Yigal Achren
Christine Domina	Glen Maheral	Josh Eyking	Martin Elder	Roy Cado	Yvon Bedard
Christopher Brown	Glenda Maidens	Joy Whalen	Marvin Alexander		
		Julie Hughes			

Keller Williams *Culture*

Our values at Keller Williams Realty are God, family and then business. Our mission is to build careers worth having, businesses worth owning, and lives worth living. We strive to be the real estate company for a new generation of associates and real estate owners. The Keller Williams culture is all about agents helping agents and has been designed to ensure every one of our associates gets a helping hand whenever they need one.

RED Day

RED (Renew, Energize, and Donate) Day is a yearly opportunity for Keller Williams Agents to give back to the communities where they live. Every year in May, a single day is chosen where KW associates across North America do their part to clean up neighborhoods, feed the homeless, donate toys to local orphanages and anything else that their local communities need. Overall, RED Day is our way of saying thank you to the communities where we work.

KW Cares

KW Cares is a public charity supported by all our associates across North America. It's designed to help fellow KW associates in times of need. It is truly the heart of the Keller Williams culture in action.

Agent Leadership Council

Our associates drive the real estate business they are a part of, therefore we believe in giving agents the opportunity to direct decisions on how individual offices operate. Through their local Associate Leadership Council (ALC), agents and management are brought together on a monthly basis to oversee staff training and local marketing, finances, and operations.

Reaching Out In The Communities We Serve

Keller Williams is an active partner in communities across North America. Our involvement includes numerous local charities and a 10% tithe to selected charities by KW Cares.



Keller Williams *Got Culture?*



Culture story from Keller Williams Realty Centres, Brokerage Newmarket ON

York Region Walk for ALS Committee Members - DOING ALL THEY CAN TO FIND A CURE FOR ALS Amyotrophic Lateral Sclerosis (also known as Lou Gehrig's Disease) is a usually rapid, debilitating, progressive and ultimately fatal neuromuscular disorder that has no known cause, cure or drug therapy of consequence. It causes the degeneration of a select group of nerve cells in the brain and spinal cord eventually resulting in paralysis. As the nerve cells die, people with ALS lose control of their muscles, robbing them of their ability to walk, talk, eat and finally to breathe. 80% of individuals with ALS die within five years of diagnosis.

In January 2007 a dear friend of Mary Ann and Maureen, Chuck Hansen, was diagnosed with ALS. Both saddened and scared, M&M wanted to do something to help Chuck and his family. They learned that unlike many of the more common sicknesses such as cancer or Multiple Sclerosis which receive government monetary support, ALS, considered an 'orphan' disease, does not receive any such government funding. The only way people afflicted with this horrible disease can receive financial aid is through private and public fundraising. The cost of living with ALS once on a ventilator is between \$200,000 & \$300,000 a year...not the kind of money most people have in their back pocket! M&M first held a private event on Chuck's behalf in the Fall of 2007 and raised over \$2500.

Since then M&M have been a part of the committee which organizes and runs the York Region Walk for ALS (held every June near Fairy Lake in Newmarket). In 2012, the Walks (which are held in 85 communities across Canada) generated more than \$3.2 million! The proceeds from the walks are divided with 60% used for support services while the remaining 40% goes to ALS Society of Canada for research.

Recently the head of the Sunnybrook ALS clinic has placed Chuck in the top 1% of all ALS clients for longevity (slow progression) so he is doing quite well especially when compared to most other ALS clients. Mary Ann and Maureen consider this a blessing and know that most others with ALS have not or will not have the longevity that Chuck is experiencing. At this year's walk the starting ribbon was cut by two young sisters (ages 11 & 7) who have been diagnosed with ALS! It was absolutely heart breaking to see, yet inspiring to witness their family at the walk doing all they can to raise awareness and funds!

M&M are committed to doing all they can to help find a cure for ALS. "Yes, our lives are busy with work and family. Yes, organizing and running the walk takes hundreds of hours. But how could we do anything BUT commit to helping those who have been afflicted? It's a Love-Hate relationship! We LOVE Chuck and would do anything to help him and his family. We HATE the disease and will do anything we can to be a part of finding a cure!"

Maureen Marsiglio - Sales Representative and Mary Ann Baldassarra - Call Coordinator

Keller Williams *Giving Back*

\$8855.00 Raised!!



KW Lifestyles Realty raises \$8855 for Merrymount Family Support and Crisis Centre

\$17,649.65 Raised!!



The Pilon Hamilton Real Estate Team hosted the 2nd Annual Pilon Hamilton Shootout Fore Roger`s House on June 22, 2013 at Club de Golf Outaouais with all proceeds to benefit Roger`s House which is a ``home away from home`` for children with life-limiting illnesses. The tournament was able to raise **\$17,649.65** in its second year to bring the total amount raised in two years to **\$34,978.06!**

KW Edge Realty raises \$14,500 at their first annual golf tournament! They donated **\$11,500** to Habitat for Humanity Halton and \$3000 to KW Cares!

\$14,500.00 Raised!!



Operating Principal Penny Mackenzie & Team Leader Donna Beach break through their fears and limiting beliefs at Coaching Skills Camp



Keller Williams *Market Centre News*



In Ottawa, the Blaskie Darling team with their MAPS coach Mary-Ann Gillespie party played in the Pilon Hamilton golf tournament. Ranking in the top 10 only after 1 year in the business. The Blaskie Darling Team are excited to grow their team by adding their first Buyer agent Josee Michaud.



Nathan Flanigan and Shaw Hasyj in Kitchener are growing their team. They just hired their first admin Lisa Hyunh!

\$375 Raised!!



KW Experience Realty, Barrie bowling for BIG Brothers in March

KW Halifax

NEW Name & Office!!

**Feel free to drop in to
KW Select Realty, Halifax**

**222 Waterfront Drive Unit 106
Bedford, NS, B4A 0H3**





KW Realty Solutions, Mississauga



KW Capital Realty, Fredericton

Launching the first Market Centre in New Brunswick!



KW Neighbourhood Realty, Toronto



KW Referred Urban Realty, Toronto



KW Experience Realty, Barrie



KW Urbain, Montreal

MCA Mario Picotte KW Urbain and Jessica Cojocari
KW Solid Rock setting up the first Market Centre in
Quebec!



THE ONE THING



www.the1thing.com

KW Edge, Burlington Agents go small to do their ONE THING
Gary Keller Delivers The ONE Thing Tour in Toronto - March 2013



Gary Keller Live in Toronto!



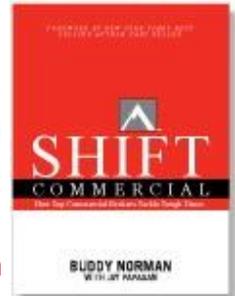
KW Commercial Feature of the Month

What are you going to be doing in the next 2 - 5 years to grow your business?

Keller Williams and KW Commercial provide the training and tools which will Inspire you to be entrepreneurial and grow!

If you would like to Learn about the Keller Williams Splits, Commission Cap & Profit Sharing which help you make more money from your transactions contact:

kw | Canada 416-637-8340 or wrg30@kw.com



Commercial Tip!

Yigal Achren, KW Referred Realty, Toronto currently ranking in the Top 5 Commercial agents* in Canada says; "Build your commercial business support sphere with a knowledgeable commercial appraiser. They will add value to you and your clients by offering services such as appraisal review, single & portfolio asset valuation as well as general transaction support. I currently use Toivo Heinsaar services and through his support have been able to lock in fantastic client opportunities. With over 20 years in the business Toivo has the knowledge to assist commercial brokers across North America.

yigalachren@kwcommercial.com



4th Annual KW Commercial Retreat September 20 -22

We are pleased to announce Ryan Severino, Senior Economist for Reis, Inc., will be speaking at this year's retreat! Ryan is an internationally recognized economist in the Research and Economics Department at Reis, Inc., the team responsible for the firm's market forecasting, valuation, and portfolio analytics services.

Join us for an outstanding opportunity to network and train with the top commercial agents in North America. Learn from those who are producing extraordinary results so you can gather the tools needed to take your business to the next level! **Register: Email kwrg30@kw.com**

Top Commercial Agents in Canada

Ranked by July GCI

#1 Michael Tough	MC848	Newmarket/Aurora
#2 Ron Dulle	MC 706	Abbotsford
#3 Peggy Hill	MC 926	Barrie
#4 Mark Loeffler	MC 904	Burlington
#5 Louis Veilleux	MC 237	Ottawa

Year to Date 7.31.13

#1 Winston Penny	MC 237	Ottawa
#2 Dwight Hounsell	MC 425	Ottawa
#3 Joel Brodie	MC 237	Ottawa
#4 Yigal Achren	MC 403	Toronto
#5 Paul O'Reilly	MC 237	Ottawa

* YTD 7.31.13

We are a “training and consulting company”
-Gary Keller



Dear Pat and Mary-Anne,

I am grateful every single day that I went to that Business Planning class. I believe that everything comes into our life when we need it the most. I never dreamed that the conversation we had in that class ever would have occurred. I have been in the business for 6 years and my business has been a roller coaster.

My first 2 years in I never really had to do any lead gen as people just kept popping up. Then the past 4 years have been up and down. My boyfriend owns his own gym and that is another passion of mine so I was helping him build that and not paying enough attention to what was happening in my own business. Then last October I went to my broker in a pretty dark place. He told me to come to **BOLD!** Step 1 to change my business. It taught me the importance of lead gen and of mindset. Step 2 your class!

When you had me stand up you did EXACTLY what I needed someone to do.....TELL ME THE HARD FACTS AND NOT CANDY COAT IT! You asked me which one of my children wasn't getting what they needed because I WASNT doing my job. Everyone gasped at its harshness yet you hit home with me and I knew then and there I had to do something different. There was a lot I hadn't been able to give my kids the past year and I HATE that feeling. Even simple things like hobbies and tutors not just "things". When I agreed to a Coach. I thought it was \$500 a month and all I could think was how am I going to do that. I came to you on lunch when I realized it was \$1000 and I confessed how much financial trouble I was in.....i was barely paying my bills and in trouble of losing everything. You told me the story of someone else you knew in the same boat and how it had changed his business. So I did it. I took a deep breath and thought all I have to do is come up with the first \$1000 and then the next and the next. You challenged me to tell my daughter I would buy her a car for her birthday as that's what I wanted to do. I had even written it in my BOLD journal during that course.

After my first conversation with Mary Anne Gillespie which was an "intro" call, I knew that no matter what I HAD to come up with \$1000 per month for her. She has changed my business in ways I never could have dreamed. If I'm struggling with something she has the answers. She believes in me and digs through all my blah blah blah's and gets to the heart of what's really going on and it is usually mindset related. Then she puts me back on track and reminds me I can do great things.

Well a month ago I bought my daughter her car!! If ever a kid deserved it she does. I have also been able to spoil my other kids for their birthdays and have parties that I was unable to do and not worry about money.

You have both changed my life and my families life. I know even greater things are ahead for me. Pat, thanks for putting me on the path to Mary Anne.....she knows she changes my life everyday. I am becoming a better agent every day and will always have a coach.

I think every single person needs a coach to stop us from getting in our own way and so someone can call us out on our excuses and what is holding us back. So from the bottom of my heart thank you , I will be eternally grateful that I went to that class!

Sharon Parsons, Sales Representative with KW Golden Triangle Realty, Kitchener

Upcoming Events - Mark your Calendar!

September

Canada- Mega Recruit Select , Burlington w/Diane Mitchell

Canada- Mega Recruit Select, Vancouver w/Diane Mitchell

Austin- Mega Camp & Masterminds

Austin- Mega Camp - **KW Canada Reception**

Canada- Mega Recruit Select, Toronto w/Diane Mitchell

Canada- Mega Recruit Select, London w/Diane Mitchell

Canada- Mega Recruit Select, Kitchener w/Diane Mitchell

Austin-4th Annual KW Commercial Retreat

September 4

September 11

September 16-20

September 18

September 25

September 26

September 27

September 20 -22

October

Canada- Mega Recruit Select, Winnipeg w/Diane Mitchell

Canada- Business Planning, Ottawa w/Antoinette Perez

Canada- Business Planning, Halifax w/Antoinette Perez

Canada- Business Planning, Toronto w/Antoinette Perez

Canada- Business Planning, Cambridge w/Antoinette Perez

Canada- Business Planning, Vancouver w/Paul Morris

Canada- Business Planning, Calgary w/Paul Morris

Austin- Franchise Systems Orientation

Canada- First Step to BOLD, GTA

Canada- First Step to BOLD, Cambridge

Austin- Team Leader Boot Camp

Austin- Retention: Keeping Agents First

Austin- OP Boot Camp

Austin- MCA Success In The Office

October 3

October 3

October 4

October 7

October 8

October 8

October 9

October 16-18

October 21

October 22

October 21-22

October 23

October 24-25

October 24-25

November

Canada- Mega Recruit Select, Halifax w/Diane Mitchell

Austin- Fall Masterminds

Canada- Canadian Leadership Summit

Canada- Retention Keeping Agents First w/Bev Steiner

Canada- Leadership Summit + LORE/Consulting Clinic w/Mike Bastian

Canada- Market Centre Financials/2014 Forecast and Goals w/ Mike Bastian

Canada- Inspirational Breakfast

Canada- DRIVE with Patrick McCowan

November 6

November 11-14

November 18-22

November 18

November 19

November 20

November 21

November 22

Upcoming Events - Mark your Calendar!

December

Austin- Franchise Systems Orientation
Austin- Recruit Select
Austin- Action Training
Austin- Leadership & Motivation
Austin- MCA Success In The Office

December 9-11
December 9-10
December 11
December 12
December 12-13

February 2014

Phoenix- Family Reunion

February 15-19

Register online

Canada- www.millionairesystems.ca

Austin- <http://apps.kw.com/events/austinevents>

Family Reunion- <http://familyreunion.kw.com/>

Mega Camp- <http://mapscoaching.kw.com/mega-camp>

Thank you
to our Sponsors!



<http://www.marketleader.com/>



<http://pillartopost.com/>



<http://www.colourtech.com/>



<http://www.shapirocho.com/>



<http://www.realestatestatistics.com/>



<http://canadajunk.com/>

kw | Canada Market Centres

www.kellerwilliamsrealty.ca/kwca/MCLeadership

Newmarket	kw Canada	416-637-8340	855-637-8340
Abbotsford	Keller Williams Valley Realty	604-852-2234	866-459-2234
Barrie	Keller Williams Experience Realty	705-720-2200	855-520-2200
Burlington	Keller Williams Edge Realty	905-335-8808	
Burnaby	Keller Williams Black Diamond Realty	604-880-6000	
Calgary	Keller Williams Realty South	403-278-6884	
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	

Gary Keller

Quotes

~Be clear about what your goals are ~ Prioritize ~ If you are going to say that you are working, be productive! ~

~Understand what matters ~ No one succeeds alone ~Success is about doing the Right things – Not trying to do Everything ~

~Time on the task over time and persistence is what prevails~

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



Stephanie Mulvina
Operations Manager



Michelle Defazio
Event Coordinator

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

Email: kwrg30@kw.com Website: www.Kellerwilliamsrealty.ca