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Join us! 1kw FAMILY REUNION



- where technology clicks
- where production multiplies
- where culture lives



Open to all agents!

Family Reunion is our industry's most powerful training event. Gather with thousands of top associates for a week to network, reenergize and take your business to the next level.

Don't miss out. Register TODAY!



www.FamilyReunion.KW.com
or
email KWRG30@KW.com

Click here to view 2012 event images
www.KWCanadaEvents.ca

9th Annual Inspirational Breakfast

November 21st, 2013

www.inspirationalbreakfast2013vaughan-eorg.eventbrite.com

Follow the link to Register!

Please Join us for a Fun Filled Morning of Encouragement, Friendship & Fellowship...

Canadian Cultural & Leadership Summit

November 18-22, 2013

Where Our Beliefs are Fostered in a Positive and Powerful Way!

Visit www.KWCanadaEvents.ca

Each year KW leadership from across Canada gather in exchange of ideas and information while also developing leadership skills and building the culture in the company.

2013 Agenda

November 18th Keeping Agents First *with Bev Steiner*



Keeping Agents First develops the skills you need to help agents break through to the next level of achievement by making sure they have their PERCs, Production, Engagement, Recognition and Culture!

November 19th Leadership Summit *with John Furber & Diane Mitchell*

KW Canada presents the State of the Company with KW Leadership from across Canada followed by breakout sessions and closing the afternoon with a General session of the Consulting & Language of Real Estate Clinic with Mike Bastian.



November 20th Market Centre Financials *with Mike Bastian*

Market Centre Financials will teach you to use the balance sheet, income statement, Vital Signs, WinMORE and to complete a 2014 Forecast and Goals Model to guide your Market Centre to maximum profitability.

November 21th Inspirational Breakfast

Live entertainment and truly amazing inspirational stories from 2013 that will surely Inspire and Motivate You!



November 22th DRIVE *with Patrick McCowan*

In this course you will actively implement the practical tools, resources and scripts you need to build wealth in your market centre and rise to leadership as a market centre administrator.



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.

BOLD coming to a city near you!

Registration Form: <http://grni.info/bold/boldregistration.pdf>



Coach: Rob Daniel

HALIFAX

Date: October 21, 2013 Time: 8:30 AM - 3:30 PM

Location: Keller Williams Select Realty, Halifax 222 Waterfront Drive Unit 106, Bedford, NS



Coach: Pat Mancuso

GTA

Date: October 21, 2013 Time: 8:30 AM - 3:30 PM

Location: Paramount Conference & Venue Centre, 222 Rowtree Dairy Road, Taylor Room



Coach: Hank Avink

CAMBRIDGE

Date: October 22, 2013 Time: 8:30 AM - 3:30 PM

Location: Holiday Inn 200 Holiday Inn Drive, Cambridge, Courtyard Room

OTTAWA

Date: October 30, 2013 Time: 8:30 AM - 3:30 PM

Location: TBC

GTA graduates.



Another successful BOLD event!

Profitable, Productive & Growing Strong!

While others are slowing ... Keller Williams Realty is Productive & Growing!

2128 Associates Strong and Growing!!!!

Congratulations to Keller Williams Canadian Market Centres for their solid growth in 2013.

Profit Share in the Millions!

\$2,033,872

KW Canada Market Centres **PROFIT SHARED** millions to our Associates, Leaders & Growth Partners in 2013!

YTD 9.30.13

The Power of KW Canada

“Keller Williams Realty in Canada continues to grow and is building momentum, now over **2128** agents from coast to coast. As evidence of your efforts we reached over **\$2,000,000** in Profit Share. Congratulations to all the agents and leadership that made this possible and continue to proudly wear our **KW Red.**”

By John Furber, Canadian Director

90,000 Mobile apps and counting!

KW Mobile App

YOUR App, Listings, YOUR Leads

Individually-branded with your name and contact information.

Completely localized listing information.

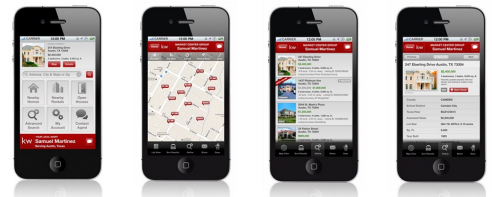
Fully integrated with your kw | Technology tools including IDX*.

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.



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 9.30.13

Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	15
KW Advantage Realty, Toronto	23
KW Referred Realty, Toronto	65
KW Select Realty, Halifax	68
KW Golden Triangle Realty, Kitchener	78

Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	15
KW Advantage Realty, Toronto	23
KW Referred Realty, Toronto	66
KW Select Realty, Halifax	69
KW Golden Triangle Realty, Kitchener	77

Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Energy Realty, Whitby/Oshawa	48
KW Advantage Realty, Toronto	60
KW Realty Centres, Newmarket/Aurora	74
KW Elite Realty, Port Coquitlam, BC	82

Market Centres - Ranked by Closed Units

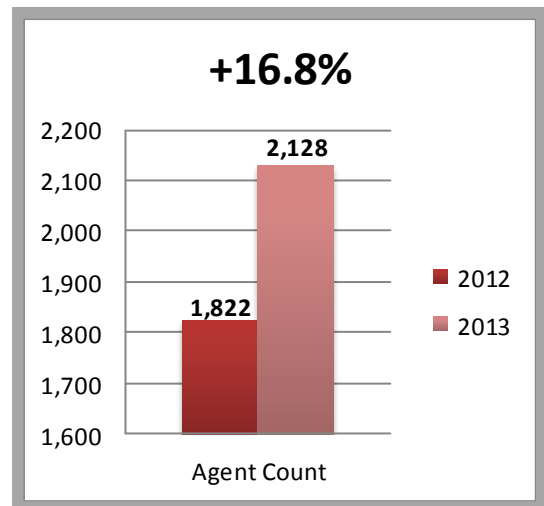
KW Ottawa Realty, Ottawa	8
KW Energy Realty, Whitby/Oshawa	72
KW Select Realty, Halifax	116
KW Golden Triangle Realty, Kitchener	173
KW Advantage Realty, Toronto	203

Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	5
KW Energy Realty, Whitby/Oshawa	62
KW Advantage Realty, Toronto	93
KW Referred Realty, Toronto	145
KW Golden Triangle Realty, Kitchener	172

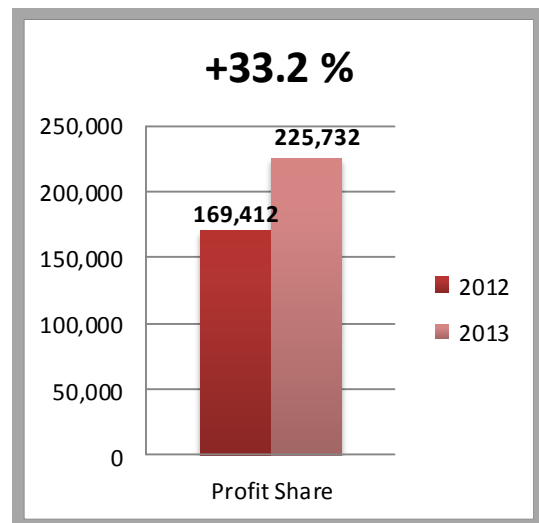
Agent Count KW Canada

MOM 9.30.13



Profit Share KW Canada

MOM 9.30.13



KW Canada Top 25 Producers GCI

All numbers reflect YTD production 9.30.2013

Individual

Associate	Market Centre	Associate	Market Centre		
1	Mark Loeffler	MC 904 Burlington	15	Paul Allan	MC 571 Kitchener
2	Stewart Madden	MC 848 Newmarket/Aurora	16	Michael Tough	MC 848 Newmarket/Aurora
3	Alex Brott	MC 930 Toronto	17	Trevor Street	MC 833 Port Coquitlam
4	Lauren June Haw	MC 930 Toronto	18	Guy Cooley	MC 269 Calgary
5	Sean Maas	MC 571 Kitchener	19	Craig Sherwood	MC 403 Toronto
6	Angela Parks	MC 777 Toronto	20	Suzanne Mills	MC 838 Whitby/Oshawa
7	Chris Scott	MC 392 Ottawa	21	Fernando Perri	MC 403 Toronto
8	Larry Allen	MC 873 Halifax	22	Josh and Richelle West	MC 392 Ottawa
9	Brenda Kielbratowski	MC 873 Halifax	23	Jenna Swinwood	MC 425 Ottawa
10	Marvin Alexander	MC 848 Newmarket/Aurora	24	Martin Elder	MC 237 Ottawa
11	Lee Lander	MC 848 Newmarket/Aurora	25	Sam Amid	MC 403 Toronto
12	Lillian Adamakis	MC 777 Toronto			
13	Campbell Osler	MC 237 Ottawa			
14	David Lyon	MC 237 Ottawa			

Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre		
1	Weir Team	MC 777 Toronto	15	The Bilinski Team	MC 237 Ottawa
2	The Shulman Team	MC 403 Toronto	16	The Smart Move Team	MC 392 Ottawa
3	Caroline Novinic/Dave Clarke	MC 848 Newmarket/Aurora	17	Ken and Lisa	MC 237 Ottawa
4	Hasyj and Flanagan	MC 571 Kitchener	18	Penny MacKenzie	MC 904 Burlington
5	The Benson Team	MC 237 Ottawa	19	SuperMario	MC 237 Ottawa
6	Ottawa Dream House	MC 237 Ottawa	20	The Property Professionals	MC 890 London
7	The Lee Team	MC 837 Toronto	21	Sheila Morrison Team	MC 269 Calgary
8	Jason VanStiphout Team	MC 838 Whitby/Oshawa	22	The Mike McDougall Team	MC 838 Whitby/Oshawa
9	The Marcus Team	MC 237 Ottawa	23	Carol Clarke-Rose Team	MC 656 Mississauga
10	Mako Britz Real Estate Team	MC 706 Abbotsford	24	The James Benson Team	MC 777 Toronto
11	Papineau/Eyking	MC 237 Ottawa	25	Conway Evans Homes	MC 904 Burlington
12	The Malec & Moore Team	MC 904 Burlington			
13	The Real Estate Pros	MC 237 Ottawa			
14	Property Friends	MC 237 Ottawa			

Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre		
1	The Pilon & Hamilton Team	MC 237 Ottawa	15	The Cleeves Team	MC 571 Kitchener
2	The Peggy Hill Team	MC 926 Barrie	16	Provencher Team	MC 777 Toronto
3	Kevin Larose Team	MC 929 Mississauga	17	Farquhar Advantage Team	MC 927 Toronto
4	The Lisa Fayle Team	MC 838 Whitby/Oshawa	18	J & A Murphy Team	MC 873 Halifax
5	Mulholland and Ross	MC 837 Toronto	19	The McSporrans Team	MC 904 Burlington
6	Mike Clarke Group	MC 777 Toronto	20	Team Bourgon Boulerville	MC 237 Ottawa
7	The Home Team	MC 237 Ottawa	21	The Dekker Team	MC 425 Ottawa
8	Jim Reitzel	MC 571 Kitchener	22	The Oakes Home Team	MC 237 Ottawa
9	The Mitchell Team	MC 848 Newmarket/Aurora	23	The Coxworth & Winch Team	MC 392 Ottawa
10	The Shawn Lepp Team	MC 838 Whitby/Oshawa	24	Evans-El Attar Property Group	MC 237 Ottawa
11	The Best Team	MC 838 Whitby/Oshawa	25	Skaff Home Marketing Group	MC 237 Ottawa
12	Hooper Home Team	MC 237 Ottawa			
13	The Peroff Team	MC 848 Newmarket/Aurora			
14	The Mullin Lloyd Team	MC 838 Whitby/Oshawa			

KW Canada Top 25 Producer Units

All numbers reflect YTD production 9.30.2013

Individual

	Associate	Market Centre	Associate	Market Centre
1	Marvin Alexander	MC 848 Newmarket/Aurora	16 Kevin Stacey	MC 873 Halifax
2	Trevor Street	MC 833 Port Coquitlam	17 Jeffrey Lyons	MC 425 Ottawa
3	Mark Loeffler	MC 904 Burlington	18 Josh and Richelle West	MC 392 Ottawa
4	Larry Allen	MC 873 Halifax	T19 Chris Scott	392 Ottawa
5	Brenda Kielbratowski	MC 873 Halifax	T19 Jin Chen	MC 237 Ottawa
6	Jenna Swinwood	MC 425 Ottawa	T19 Louis Bradica	MC 838 Whitby/Oshawa
7	Anne Marie McGinley	MC 941 Fredericton	22 Josh Bath	MC 833 Port Coquitlam
8	Stewart Madden	MC 848 Newmarket/Aurora	23 Michelle Kupe	MC 237 Ottawa
9	Jean Richer	MC 237 Ottawa	24 Lauren June Haw	MC 930 Toronto
10	Suzanne Mills	MC 838 Whitby/Oshawa	T25 Martin Elder	MC 237 Ottawa
11	Guy Cooley	MC 269 Calgary	T25 Gina Rose Cristello	MC 425 Ottawa
12	Lee Lander	MC 848 Newmarket/Aurora	T25 Max Vanderheide	MC 838 Whitby/Oshawa
13	Haris Yusufzai	MC 237 Ottawa	T25 Shane Foley	MC 237 Ottawa
14	Randy North	MC 425 Ottawa	T25 Edward Chung	MC 777 Toronto
15	Paul Allan	MC 571 Kitchener		

Team (2 Producing Associates)

	Associate	Market Centre	Associate	Market Centre
1	Hasyj and Flanagan	MC 571 Kitchener	15 The Bilinski Team	MC 237 Ottawa
2	Jason VanStiphout Team	MC 838 Whitby/Oshawa	16 Ken and Lisa	MC 237 Ottawa
3	Ottawa Dream House	MC 237 Ottawa	17 SuperMario	MC 237 Ottawa
4	Mako Britz Real Estate Team	MC 706 Abbotsford	18 The Smart Move Team	MC 392 Ottawa
5	Mactavish and Myers Team	MC 941 Fredericton	19 The Al-Shaikhly Team	MC 237 Ottawa
6	Weir Team	MC 777 Toronto	20 The Wanda Clark Team	MC 392 Ottawa
7	The Shulman Team	MC 403 Toronto	21 The Lee Team	MC 837 Toronto
8	Caroline Novinic/Dave Clarke	MC 848 Newmarket/Aurora	22 The Priority Team	MC 890 London
9	Papineau/Eyking	MC 237 Ottawa	23 Penny MacKenzie	MC 904 Burlington
10	The Real Estate Pros	MC 237 Ottawa	T24 Property Friends	MC 237 Ottawa
11	The Marcus Team	MC 237 Ottawa	T24 The Signature Team	MC 890 London
T12	The Malec & Moore Team	MC 904 Burlington	14 Property Friends	MC 237 Ottawa
T12	The Benson Team	MC 237 Ottawa	15 The Bilinski Team	MC 237 Ottawa
14	The Property Professionals	MC 890 London		

Group (3 or more Producing Associates)

	Associate	Market Centre	Associate	Market Centre
1	The Pilon & Hamilton Team	MC 237 Ottawa	15 The Drisdelle Team	MC 941 Fredericton
2	The Peggy Hill Team	MC 926 Barrie	16 The Manian Team	MC 403 Toronto
3	The Lisa Fayle Team	MC 838 Whitby/Oshawa	17 The Mitchell Team	MC 848 Newmarket/Aurora
4	The Cleeves Team	MC 571 Kitchener	18 The Doug Coulter Team	MC 571 Kitchener
5	Jim Reitzel	MC 571 Kitchener	T19 The McSporrnan Team	MC 904 Burlington
6	The Shawn Lepp Team	MC 838 Whitby/Oshawa	T19 Hooper Home Team	MC 237 Ottawa
7	Kevin Larose Team	MC 929 Mississauga	21 Evans-El Attar Property Group	MC 237 Ottawa
8	Mike Clarke Group	MC 777 Toronto	22 Cheff-Lanctot	MC 937 Montreal
T9	The Home Team	MC 237 Ottawa	23 The Gary Cooke Team	MC 833 Port Coquitlam
T9	The Best Team	MC 838 Whitby/Oshawa	24 Mulholland and Ross	MC 837 Toronto
11	J & A Murphy Team	MC 873 Halifax	T25 Floyd Team	MC 237 Ottawa
T12	Team Bourgon Bouleric	MC 237 Ottawa	T25 Skaff Home Marketing Group	MC 237 Ottawa
T12	The Peroff Team	MC 848 Newmarket/Aurora		
14	The Mullin Lloyd Team	MC 838 Whitby/Oshawa		

Keller Williams Realty Centres, Brokerage

Keller Williams *Giving Back*



Saturday October 19th, 2013

A BRIGHTER FUTURE
...An evening to remember

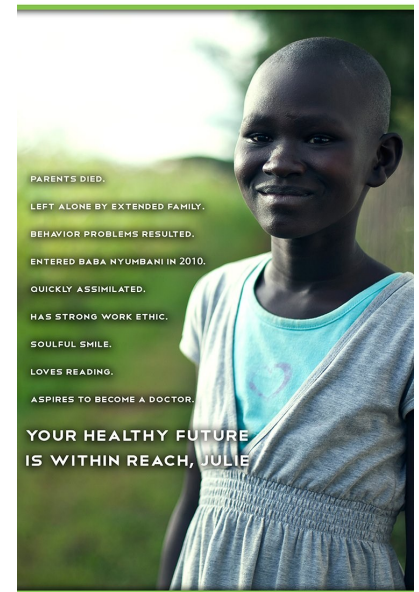
The fundraiser for the Baba Nyumbani orphanage we proudly support, promises to be an incredible night! Many thanks to those of you who have already responded, purchased tickets, made donations and are enthusiastically getting involve.

Help Us Build... A Brighter Future .



We've promised you a magical night of African culture and we will deliver!

Baba Nyumbani has given our work here in Keswick, a fresh focus and whole new purpose. It has changed our lives and in turn, we are helping to change the future of children in Kenya .



www.HorizonInitiative.org

So if you haven't already secured your ticket, please don't miss this opportunity to be a part of such an important event!

We would love to see you there on October 19th.

Contact Colleen today at colleen@realestatekeswick.com!

Keller Williams VIP Realty, Brokerage

Keller Williams *Giving Back*

About Laughs for Charity...



On November 12, 2010, 14-year-old Daron Richardson died by suicide. From this tragedy came a movement to transform youth mental health. Spearheaded by Daron's parents Luke and Stephanie Richardson, who decided to transform their very private pain into a public call-to-action, a decision was made to support young people who suffer in silence from the pain and stigma of mental illness. [Do It For Daron \(DIFD\)](#) encourages young people to talk openly about mental illness and to ask for help when needed. DIFD provides young people, their parents, teachers, coaches and other adult role models with the resources, outlets and, most importantly, courage to overcome the shame and fear of discussing mental illness.

Keller Williams VIP Realty, for the 5th year in a row, is hosting their annual charity event titled Laughs for Charity, to raise funds for this cause. Once again, this year's event is in support of The Royal's Do It For Daron initiative in support of youth mental health.

Keller Williams VIP Realty is an Ottawa real estate company consisting of 120 real estate sales representatives whose culture supports giving back to the community in many ways. Laughs for Charity is our major fundraising event, and we look forward to your support again this year.

Come out for belly busting laughs and support a great cause!

When: October 19th, 2013, 6:00 pm.

Where: Museum of Nature - 240 rue McLeod Street, Ottawa, ON K2P 2R1

Why: In support of Youth Mental Health through [The Royal and the Do It For Daron](#) fundraising initiative.



Keller Williams

Market Centre News

Working with Sellers: How to Grow Your Business and Deliver Great Service.

Mega Camp attendees had the opportunity to hear how some of the fastest-growing Keller Williams teams are expanding their businesses. A breakthrough moment for many at the event was a challenge to take their business to the next level. And the **ONE** thing they could do is increase their number of listings.



Blaskie Darling Team
KW Ottawa Realty, Brokerage



Hasyj and Flanagan Team
KW Golden Triangle Realty, Brokerage



Steve Smith Team
KW Golden Triangle Realty, Brokerage



Peggy Hill Team
KW Experience Realty, Brokerage

Achieving your 60 in 60

MAPS Canada Coach Mary-Anne Gillespie on behalf of Craig Reger shares a few tips ...

Build New Habits and Change Your Behavior.

- Time block
- Ask if your schedule matches your goal
- Scripts Practice
- Lead Generation
- Lead Follow Up



Ways to Win

- Extinguish Limiting Beliefs.
- Lead With Revenue.
- Reward yourself and all who contributed at key milestones along the way.
- Expect breakdowns and use them as breakthroughs.
- Set campaign for optimum results - consider personal schedules, seasonal market conditions etc.
- Find creative ways to maintain morale & keep positive! Don't compromise on your goal.

Mega Recruit Select Highlights

1 Mega Recruit Select

*Change your life
and the trajectory of your business!*



Upcoming Events - Mark your Calendar!

October

- 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 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

December 9-11

Austin- Recruit Select

December 9-10

Austin- Action Training

December 11

Austin- Leadership & Motivation

December 12

Austin- MCA Success In The Office

December 12-13

Canada- Growth Initiative Recruit Select with Dianna Kokoszka

December 16-17

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/>

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
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 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



OutFront Magazine by Keller Williams Realty

Browse the current issue of OutFront Magazine online @ www.kellerwilliamsrealty.ca/kwca/outfront.html

Read about success strategies among our associates throughout North America, and leading-edge strategies to help you to seize the shift in the real estate market to grow your market share.

Each issue is distributed semi-monthly to all associates in North America.

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

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