

## Keller Williams VIP Realty Celebrates

### Their **10<sup>th</sup>** Year Anniversary!



*Wishing KW VIP Another 10 Years of Success!*

As they began their celebration, Operating Principal, Wendy Bell's, opening sentiment proclaimed, "We are so glad you are with us!" and we feel the same. We would like to congratulate Keller Williams VIP Realty for achieving an incredible milestone - 10 years of outstanding success! And what is their secret? Wendy shared writer, John Maxwell's words of wisdom: "Review your past year and set goals as you enter this New Year. But remember, success develops daily, not in a day."

**Truer words were never spoken - we wish Keller Williams VIP all the best for the future!**

### Inside

- MEGA Team joins KW
- KW Canada Welcomes...
- KWLS & MAPS Coaching
- Swanepoel Power 200
- Stats
- Market Centre News
- KW Events

### Up Coming Events

#### **BOLD**

First Steps to BOLD  
Launch: March 24-27  
Vancouver, Calgary, GTA,  
Woodstock, Ottawa, Halifax

[www.MillionaireSystems.ca](http://www.MillionaireSystems.ca)



**FAMILY REUNION IS SOLD OUT!**  
Phoenix az feb 15  
**1kw FAMILY REUNION**

[www.familyreunion.kw.com](http://www.familyreunion.kw.com)

## Team Aragon Joins **Keller Williams Elite Realty**



The Award winning, husband and wife Real Estate team recently made the move to Keller Williams Elite Realty.

Matt Kirby, Team Leader KW Elite Realty stated, *"We are ecstatic to be in a relationship with the Aragons! Their commitment to world class client services and that no deal is worth their reputation fits perfectly*

*with our KW belief systems. We are honoured to know them and look forward to many successful years of business together."*

Team Aragon has a combined experience of over 20 years in Real Estate with both resale and brand new homes. Both Alex and Taryn have worked for some of the largest developers in the Lower Mainland selling brand new communities throughout the Vancouver area and Fraser Valley.

The Aragons shared: *"We chose Keller Williams Elite due to their continuous commitment to agent education. We were excited to know that KW is constantly creating new ways to help established agents grow and sharpen their skills. Another benefit is their cutting edge technology, and most exciting is their new exclusive partnering with Google to develop a platform for Agents to deliver the best real estate tools for their clients. KW is the fastest growing Real Estate company worldwide, but also has a strong local community presence. A great example of this is RED DAY, which is a day created to do volunteer work in your community."*

They continued, *"We cannot think of a better Company to partner with who shares so much of our personal values. Over all, the move is a win for ourselves, as well as our clients. Thank you to the KW family, you have all made us feel very welcomed and we look forward to 2014 and beyond."*

## Keller Williams Canada

### *Welcomes*



*HEATHER PRENTICE*  
OPERATIONS MANAGER

We are proud to announce that Heather Prentice will take over the Operations Manager position with Keller Williams Canada.

Heather comes to us from Keller Williams Realty Centres where she worked as Executive Assistant for The Mitchell Team. She is a graduate of The University of Western, specializing in finance and administration. Heather is a great addition to KW Canada and we welcome her to our family.

Heather is very excited to be joining the Regional Team and looks forward to all the challenges and opportunities it brings in the Keller Williams Family!

We are very pleased to announce that Jeannette Seguin has joined Keller Williams Canada as the Regional Market Centre Administrator. Jeannette will be an integral member of the Region providing key support to Market Centres in Canada.

Jeannette brings over 30 years of Real Estate experience with more than 20 involved in direct office management. Familiar with all aspects of daily real estate business operations, she is exceptionally organized, very precise and has great attention to detail. Jeannette will be a welcome addition to the KW Canada family.



*JEANNETTE SEGUIN*  
REGIONAL MCA



## BOLD - Coming to cities in March 2014.

Every year more than 10,000 agents attend BOLD. They continually say *"BOLD changed my business and my life."*



- **BOLD LEADER** prepares you to become a world-class leader that attracts and amplifies the best talent in each of us.
- Over seven weeks, **BOLD EXPERIENCE** conditions agents with powerful mindset exercises, language techniques, business-building strategies and live lead generation activities.
- **BOLD TECHNOLOGY** - This program breaks you through your limiting beliefs and powers you into the world of online lead generation and conversion!

## Ignite - Launching in Market Centres this month.



The **Keller Williams Ignite** course has a single objective: to propel both newly licensed and experienced Keller Williams real estate agents into immediate productivity. To achieve this goal, this real estate career training course contains a wealth of fundamental and foundational real estate content, enhanced by productivity-based exercises, an online tracking system, practical job aids, and powerful real estate scripts. Contact your Market Centre for more details.

## THE ONE THING- Teleseminars program



The ONE Thing Training: Teleseminars

Put **The ONE Thing** to work in your life. Gary Keller's #1 Wall Street Journal bestseller comes to life through The ONE Thing Training where an accountability team will help you identify personal and business goals, lower stress, and gain work/life balance in a 12-week Teleseminars program taught by Shon Kokoszka, president of MAPS Business Coaching.

[www.The1Thing.com](http://www.The1Thing.com)



**For details on these and other KW events, contact your Market Centre.**

## One of our Own! #148

**Swanepoel Power 200 (SP200)** - This is the most comprehensive list of influential CEOs, Thought Leaders and Senior Executives in the residential real estate brokerage business.

Using notable credentials such as personal influence, tenure in the real estate industry, office count, decision-making power, a company's significance and contribution to the industry, the creators of the SP200 identified the Most Powerful People in Residential Real Estate. Our *Canadian Director, John Furber*, is #148 alongside other powerful key decision makers, trailblazers, influencers, company chieftains, thought leaders and innovators. Joining John on this list are KW leaders Gary Keller, Mark Willis, Mo Anderson, Dianna Kokoszka, Paul Morris, David Osborn, Jay Papasan, Shaun Rawls and Mike Brodie.



***Congratulations John! It is an honour to be in business with you!***

See the full list of Keller Williams leaders on the KW Blog. <http://bit.ly/1a2upGk>

*Thank You to our Sponsors!*



## KW Canada Current Rankings

### Top Canadian Market Centres - KWRI

YTD 11.30.13 Ranking out of 666 Market Centres in North America

#### Market Centres - Ranked by Owner Profit

KW Ottawa Realty, Ottawa	18
KW Advantage Realty, Toronto	28
KW Referred Realty, Toronto	61
KW Select Realty, Halifax	70
KW Energy Realty, Toronto	86

#### Market Centres - Ranked by Profit Share

KW Ottawa Realty, Ottawa	16
KW Advantage Realty, Toronto	27
KW Referred Realty, Toronto	61
KW Select Realty, Halifax	70
KW Energy Realty, Toronto	86

#### Market Centres - Ranked by Closed Volume

KW Ottawa Realty, Ottawa	2
KW Energy Realty, Whitby/Oshawa	39
KW Realty Centres, Newmarket/Aurora	61
KW Advantage Realty, Toronto	62
KW Elite Realty, Port Coquitlam, BC	81

#### Market Centres - Ranked by Closed Units

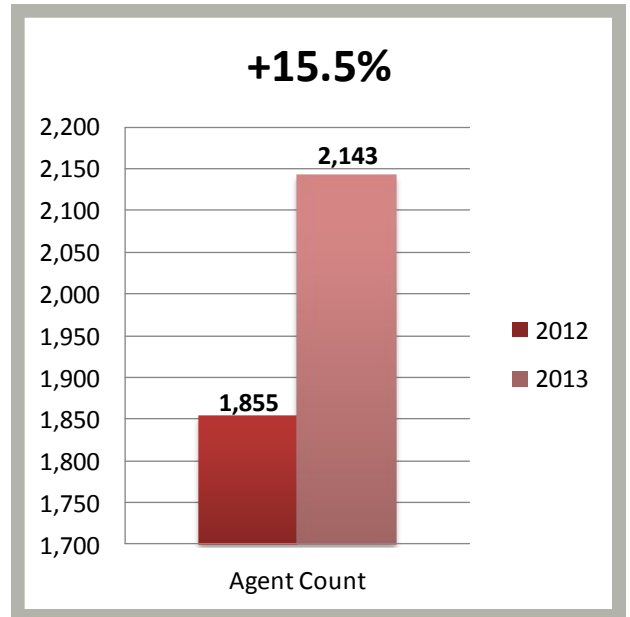
KW Ottawa Realty, Ottawa	8
KW Energy Realty, Whitby/Oshawa	65
KW Select Realty, Halifax	120
KW Golden Triangle Realty, Kitchener	175
KW Advantage Realty, Toronto	195

#### Market Centres - Ranked by Closed GCI

KW Ottawa Realty, Ottawa	4
KW Energy Realty, Whitby/Oshawa	59
KW Advantage Realty, Toronto	93
KW Referred Realty, Toronto	153
KW Realty Centres, Newmarket/Aurora	169

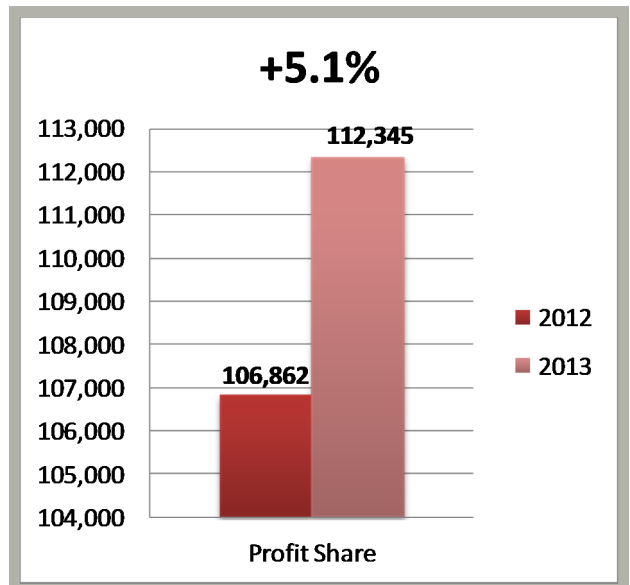
### Agent Count KW Canada

MOM 11.30.13



### Profit Share KW Canada

MOM 11.30.13



## KW Canada Top 25 Producers GCI

All numbers reflect YTD production 11.30.2013

### Individual

Associate	Market Centre	Associate	Market Centre		
1	Marvin Alexander	MC 848 Newmarket/Aurora	16	Jenna Swinwood	MC 425 Ottawa
2	Mark Loeffler	MC 904 Burlington	17	Trevor Street	MC 833 Port Coquitlam
3	Stewart Madden	MC 848 Newmarket/Aurora	18	Lillian Adamakis	MC 777 Toronto
4	Liane McKinley	MC 237 Ottawa	19	Michael Tough	MC 848 Newmarket/Aurora
5	Alex Brott	MC 930 Toronto	20	Bruce Johnstone	MC 237 Ottawa
6	Lauren June Haw	MC 930 Toronto	21	Suzanne Mills	MC 838 Whitby/Oshawa
7	Angela Parks	MC 777 Toronto	22	Fernando Perri	MC 403 Toronto
8	David Lyon	MC 237 Ottawa	23	Julia Perrie	MC 833 Port Coquitlam
9	Karina Sunderji	MC 269 Calgary	24	Vickie Cooper	MC 904 Burlington
10	Brenda Kielbratowski	MC 873 Halifax	25	Candice Frigault	MC 777 Toronto
11	Mohnish Aggerwal	MC 237 Ottawa			
12	Guy Cooley	MC 269 Calgary			
13	Lee Lander	MC 848 Newmarket/Aurora			
14	Craig Sherwood	MC 403 Toronto			
15	Larry Allen	MC 873 Halifax			

### Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre		
1	Weir Team	MC 777 Toronto	15	Property Friends	MC 237 Ottawa
2	Hasyj and Flanagan	MC 571 Kitchener	16	The Real Estate Pros	MC 237 Ottawa
3	The Shulman Team	MC 403 Toronto	17	Ken and Lisa	MC 237 Ottawa
4	The Benson Team	MC 237 Ottawa	18	The Smart Move Team	MC 392 Ottawa
5	Jason VanStiphout Team	MC 838 Whitby/Oshawa	19	MacTavish Myers Team	MC 941 Fredericton
6	The Lee Team	MC 837 Toronto	20	The Bilinski Team	MC 237 Ottawa
7	Novinic/Clarke Team	MC 848 Newmarket/Aurora	21	SuperMario	MC 237 Ottawa
8	The Stevens Team	MC 838 Whitby/Oshawa	22	The James Benson Team	MC 777 Toronto
9	Papineau/Eyking	MC 237 Ottawa	23	The Property Professionals	MC 890 London
10	The Malec & Moore Team	MC 904 Burlington	24	Penny MacKenzie Team	MC 904 Burlington
11	The Marcus Team	MC 237 Ottawa	25	Clarke-Rose Team	MC 656 Mississauga
12	Lindsay Smith Team	MC 838 Whitby/Oshawa			
13	The Michael McDougall Team	MC 838 Whitby/Oshawa			
14	The Kaushansky & Brown Team	MC 927 Toronto			

### Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre		
1	The Pilon & Hamilton Team	MC 237 Ottawa	15	The Mullin Lloyd Team	MC 838 Whitby/Oshawa
2	The Peggy Hill Team	MC 926 Barrie	16	The Vallee Team	MC 936 Burnaby
3	The Lisa Fayle Team	MC 838 Whitby/Oshawa	17	The Dekker Team	MC 425 Ottawa
4	Kevin Larose Team	MC 929 Mississauga	18	The McSporran Team	MC 904 Burlington
5	The Frank Polsinello Team	MC 848 Newmarket/Aurora	19	Team Bourgon Boulerice	MC 237 Ottawa
6	Mulholland and Ross	MC 837 Toronto	20	The Cleeves Team	MC 571 Kitchener
7	The Best Team	MC 838 Whitby/Oshawa	21	Skaff Home Marketing Group	MC 237 Ottawa
8	Mike Clarke Group	MC 777 Toronto9	22	J & A Murphy Team	MC 873 Halifax
9	The Mitchell Team	MC 848 Newmarket/Aurora	23	Farquhar Advantage Team	MC 927 Toronto
10	The Shawn Lepp Team	MC 838 Whitby/Oshawa	24	Provencher Team	MC 777 Toronto
11	The Home Team	MC 237 Ottawa	25	The Gary Cooke Team	MC 833 Port Coquitlam
12	Jim Reitzel	MC 571 Kitchener			
13	Hooper Home Team	MC 237 Ottawa			
14	The Peroff Team	MC 848 Newmarket/Aurora			

Stay tuned for the 2013 Year End Results -  
to be revealed at Family Reunion!

kw|Canada

## KW Canada Top 25 Producer Units

All numbers reflect YTD production 11.30.13

### Individual

Associate	Market Centre	Associate	Market Centre
1 Marvin Alexander	MC 848 Newmarket/Aurora	T15 Suzanne Mills	MC 838 Whitby/Oshawa
2 Trevor Street	MC 833 Port Coquitlam	T15 Jeffrey Lyons	MC 425 Ottawa
3 Mark Loeffler	MC 904 Burlington	17 Josh Bath	MC 833 Port Coquitlam
4 Liane McKinley	MC 237 Ottawa	18 Haris Yusufzai	MC 237 Ottawa
5 Larry Allen	MC 873 Halifax	19 Trent Gustus	MC 269 Calgary
6 Brenda Kielbratowski	MC 873 Halifax	20 Jin Chen	MC 237 Ottawa
7 Jenna Swinwood	MC 425 Ottawa	21 Scott Leaf	MC 833 Port Coquitlam
8 Anne Marie McGinley	MC 941 Fredericton	22 Lauren June Haw	MC 930 Toronto
9 Stewart Madden	MC 848 Newmarket/Aurora	T23 Louis Bradica	MC 838 Whitby/Oshawa
10 Jean Richer	MC 237 Ottawa	T23 Craig Sherwood	MC 403 Toronto
11 Guy Cooley	MC 269 Calgary	T23 Alex Brott	MC 930 Toronto
12 Randy North	MC 425 Ottawa		
13 Lee Lander	MC 848 Newmarket/Aurora		
14 Karina Sunderji	MC 269 Calgary		

### Team (2 Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 Hasyj and Flanagan	MC 571 Kitchener	T15 SuperMario	MC 237 Ottawa
2 Jason VanStiphout Team	MC 838 Whitby/Oshawa	T15 The Michael McDougall Team	MC 838 Whitby/Oshawa
3 MacTavish Myers Team	MC 941 Fredericton	T15 The Property Professionals	MC 890 London
4 Weir Team	MC 777 Toronto	18 Team Bilinski	MC 237 Ottawa
5 The Shulman Team	MC 403 Toronto	19 The Priority Team	MC 890 London
6 The Real Estate Pros	MC 237 Ottawa	T20 Property Friends	MC 237 Ottawa
7 The Stevens Team	MC 838 Whitby/Oshawa	T20 The James Benson Team	MC 777 Toronto
T8 Papineau/Eyking	MC 237 Ottawa	T20 The Wanda Clark Team	MC 392 Ottawa
T8 The Malec & Moore Team	MC 904 Burlington	23 The Smart Move Team	MC 392 Ottawa
10 The Lindsay Smith Team	MC 838 Whitby/Oshawa	24 The Lee Team	MC 837 Toronto
11 The Benson Team	MC 237 Ottawa	25 Team Gerrits	MC 837 Halifax
T12 Ken and Lisa	MC 237 Ottawa		
T12 The Marcus Team	MC 237 Ottawa		
14 Novinic/Clarke Team	MC 848 Newmarket/Aurora		

### Group (3 or more Producing Associates)

Associate	Market Centre	Associate	Market Centre
1 The Pilon & Hamilton Team	MC 237 Ottawa	16 The Drisdelle Team	MC 941 Fredericton
2 The Peggy Hill Team	MC 926 Barrie	17 The Mullin Lloyd Team	MC 838 Whitby/Oshawa
3 The Lisa Fayle Team	MC 838 Whitby/Oshawa	18 The Mitchell Team	MC 848 Newmarket/Aurora
4 The Cleeves Team	MC 571 Kitchener	19 The Vallee Team	MC 936 Burnaby
5 Cheff-Lanctot	MC 937 Montreal	20 Hooper Home Team	MC 237 Ottawa
6 The Shawn Lepp Team	MC 838 Whitby/Oshawa	T21 Skaff Home Marketing Group	MC 237 Ottawa
7 Jim Reitzel	MC 571 Kitchener	T21 The Gary Cooke Team	MC 833 Port Coquitlam
8 The Frank Polsinello Team	MC 848 Newmarket/Aurora	23 The McSporran Team	MC 904 Burlington
9 Mike Clarke Group	MC 777 Toronto	24 The Manian Team	MC 403 Toronto
10 Kevin Larose Team	MC 929 Mississauga	T25 The Dekker Team	MC 425 Ottawa
11 The Peroff Team	MC 848 Newmarket/Aurora	T25 Floyd Team	MC 237 Ottawa
12 The Home Team	MC 237 Ottawa		
13 Team Bourgon Boulерice	MC 237 Ottawa		
14 The Best Team	MC 838 Whitby/Oshawa		
15 J & A Murphy Team	MC 873 Halifax		

Stay tuned for the 2013 Year End Results -  
to be revealed at Family Reunion!

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## Keller Williams *News*

Keller Williams Advantage Realty



Lillian Adamakis

*Love your job, says 35-year Realtor*

**“Look at that guy. He has already sold nine houses.”**

It was not what the young agent wanted to hear when she had sold nothing in her first three months as a Realtor. She went home, got into bed, pulled the covers up over her head and cried. “Just watch. I’ll show you,” Lillian Adamakis vowed. That year, she was named rookie of the year.

For the next three years, she was consistently one of the top 10 producers in the office. In 1986, she was named the Toronto Real Estate Board’s salesperson of the year. She won Platinum and Hall of Fame awards each year from 1994 to 2003 and was one of the top five producers at her company from 1994 to 2010. In 2011, she was the number two top producer for Keller Williams in the individual category. Not bad for someone who got into the business by accident...

For the entire article in REM online visit:  
[www.remonline.com](http://www.remonline.com)

Keller Williams VIP Realty



*Ottawa Realtor wins Dream Home!*

Alexander Bill says he thought he was being pranked when someone from the CHEO Dream of a Lifetime Lottery called him. Instead, the call brought with it the grand prize: a new house, a new car and a pile of cash. “Nobody ever thinks they’re going to get the phone call,” said Bill. “I’m waiting for somebody to wake me up.”

He bought the ticket to support CHEO, but Bill never expected to win the grand prize. Especially since the CHEO Foundations, Cheryl Hammond, said there were 235,000 tickets to choose from in the lottery’s first 50/50 draw.

A realtor at Keller Williams VIP Realty, Bill will have a lot to celebrate this year as he and two daughters will be celebrating a birthday in January and two in February. “You never think you are going to win until you do”, says Bill.

## Keller Williams *News*

### Keller Williams Elite Realty

**Keller Williams Elite Realty is getting ACTIVE!**  
January marks the launch of their **KW Family Fitness Challenge**. What a great way to start 2014!

## ***KW FAMILY FITNESS CHALLENGE!!***

Brought to you by...

***January 6-31st***

- YOGA SESSIONS***
- Wednesday Mornings 8am-9am
  - January 8, 15, 22 & 29th
  - KW Elite Poco in the Training Room / \$20 for all 4 sessions

**Andrea Bath**  
*YOGA Spirit*

604-569-2860

**Aly Kassam**  
Mobile Mortgage Specialist  
**TD Canada Trust**  
604-833-9304

**KW ELITE REALTY**  
KELLERWILLIAMS

- 2 Personal Training sessions per week @ Twist Fitness...Tues & Fri from 8am-9am!!
- \$60 for all 8 sessions
- Gym holds a max of 20 people per session—get yourself signed up!
- Join in the sessions just for fun or come in and join the CONTEST
- Evaluations on the 6th and 31st
- WINNER will get a 1 year membership to Twist Fitness (which allows 1 drop in per week)!! Valued @ \$750
- Participants who did not win will get 15% discount on 3 month membership @ Twist Fitness
- Non participants will get 10% off on a 3 month membership @ Twist Fitness



Located at:  
1776 Broadway St, Port Coquitlam



# CONTEST

Call or email Carla Materi  
to get on the list 604-468-0010  
carlamateri@kw.com



### Keller Williams Real Estate Service



The giving spirit was definitely shared by the family at KW Real Estate Service!

They collected and donated nutritious, non-perishable food for the North York Harvest Food Drive. Many were even able to gather contributions while canvassing through the neighborhood! Now that's prospecting!  
Thank you KWRES! [NorthYorkHarvest.com](http://NorthYorkHarvest.com)



### Keller Williams Urbain Agence Immobilière



*First ALC*

Congratulations are in order for KW Urbain!

They have recently formed their first Associate Leadership Council (ALC).

Wishing you an empowering and productive 2014!

## Upcoming Events - Mark your Calendar!

### February 2014

Phoenix- Family Reunion

February 15-19

### March 2014

Austin- Expansion Systems Operations

Austin- Launch

Austin- Recruiting Great Agents

Austin- BOLD Launch

Vancouver **FSTB**

Woodstock **FSTB**

Calgary **FSTB**

Toronto **FSTB**

Ottawa **FSTB**

Halifax **FSTB**

Austin- Franchise Systems Orientation

Austin- Retention

Austin- OP Boot Camp

Austin- MCA Success in the Office

March 19-20

March 24

March 24-25

March 24-27

March 24

March 24

March 25

March 25

March 26

March 27

March 25-27

March 26

March 27-28

March 27-28

### Meet our BOLD Coaches!



Rob Daniel



Mitch Schwartz



**kw**  
KELLERWILLIAMS.



**CAREERS** WORTH HAVING.  
**BUSINESSES** WORTH OWNING.  
**LIVES** WORTH LIVING.

## 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



### SAY WHAT?!?

Keller Williams Realty, Inc. will profit share with **KWRI** associates a little more than **\$5 million** for December 2013. That brings our 2013 total profit share to over **\$78 MILLION!!** That is a **41%** increase over 2012 and more than we gave back in the first 20 years of our company **COMBINED!** #TheKWEffect

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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