



Welcome to KW Luxury Homes International

Your KW Luxury Homes International Support Team



Dee Shultz
Chairman of
the Board



Kathy Neu
President



Mona Crum
Luxury Operations
Director



Pam Temple
Membership
Engagement Director



Yana Drozdova
Executive
Assistant



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KELLER WILLIAMS® REALTY

Definition of Luxury

- Elegant properties with price points representing the top 10% of their local market, but never less than \$500,000.
- Experienced agents who typically do business in the top 10% of their local market representing either Sellers or Buyers. Agents who have completed two or more transactions in the last 12 months at or above the luxury basis for your market.
- Agents who have an educational basis in luxury home marketing through The Institute for Luxury Home Marketing's course offerings.



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- Referrals and Networking
 - Partnership Offerings
 - Turnkey Solutions



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1 Referrals and Networking

- Annual Luxury Retreat
- KW Luxury Homes International Consultant Network

Our Benefits: Referrals and Networking

Annual Luxury Retreat

- Nationally renowned and respected speakers
- Member panels
- Networking
- Fun



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Our Benefits: Referrals and Networking

KW Luxury Homes International Consultants Network

- Referrals
- Masterminds
- USA and Canada
- Worldwide Potential

Partnership Offerings

- National Magazine Program with Unique Homes Magazine
- The Institute for Luxury Homes Marketing
- Tiffany & Co.
- Citi



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Our Benefits: National Magazine Program

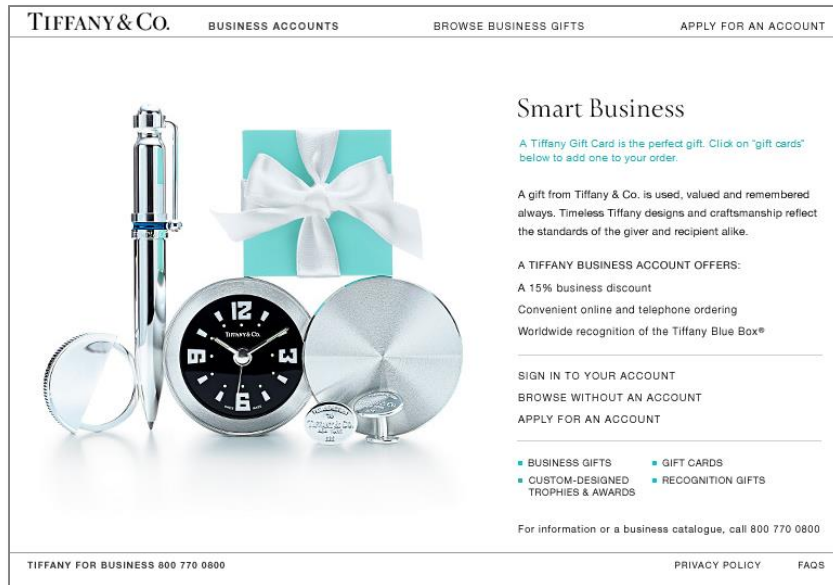


- One full page in each of 4 quarterly issues of the KW Luxury Homes Magazine
- Photo and contact information in 3 issues of *Unique Homes Magazine* on the Keller Williams Luxury Division 2 page spread
- All listings will be shown on the Unique Homes website; properties are forwarded to 30 partner websites
- Advertised pages also appear in the digital magazines of the KW Luxury Homes Magazine and *Unique Homes*

Our Benefits: The Institute for Luxury Homes Marketing

- Online training and programs
- FREE membership in Proxio Pro's international MLS
- Ten FREE financial profiles on prospects through WealthEngine
- FREE marketing list of up to 100 contacts
- FREE weekly national luxury market report from Altos Research

Our Benefits: Tiffany & Co.



- Exclusive discounts and promotions on business gifts ordered within the Tiffany & Co. website
- You can easily order your gifts and have them shipped directly to your client with a custom message.

TIFFANY & Co.

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Our Benefits: Citi

- FREE pre-approval with SureStart®
- \$1,500 on-time closing guarantee*
- Upon closing, your client will receive a special housewarming gift sent to their new home*

**Conditions do apply. For more information, please email luxuryhomes@kw.com*



KELLER WILLIAMS® REALTY

3 Turnkey Solutions

- Marketing Solutions and Campaigns
- Exclusive, professionally designed branding
- World-class education



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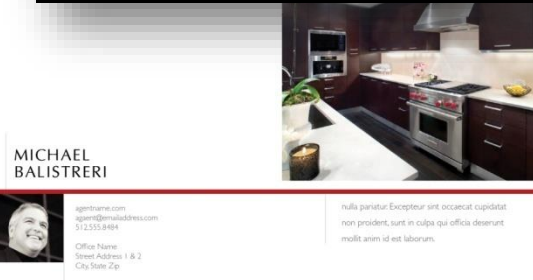
Our Benefits: Marketing Solutions

Fully customizable, branded marketing collateral



Our Benefits: Marketing Solutions

World-class property marketing, featuring customizable, glossy brochures and postcards



240 PINE STREET

FINE LIVING AT ITS BEST. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit

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\$2,500,000



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Our Benefits: World-Class Education



- “The Elite Series” Webinars
 - Agents: Monthly
 - Leadership: Quarterly
- Family Reunion
 - Breakout sessions
 - Panels
- Renowned presenters



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Membership Qualifications

- Agents who have completed two or more transactions in the last 12 months at or above the luxury basis for your market.

AND

- Agents who take the Institute for Luxury Home Marketing course either before they join or within the first 12 months of their membership.



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Additional Membership Information

Individual Membership

- \$1,200 per year

Team Membership (2 producing agents acting as one entity)

- \$1,800 per year, and both associates must qualify.

Group Membership (3 or more producing agents under one Rainmaker)

- \$1,200 per year for the Group Leader/Rainmaker
- \$600 per year for each qualified agent added

NOTE: Quarterly payment option available for agents, if paid with credit card

Team Leader/Market Center Membership *(for recruiting efforts in the designated Market Center)*

\$250 per year for market centers to use all luxury branding and attend networking events



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How to Join

- If you meet each of the qualifications, then you are now eligible to apply for membership to Luxury Homes by Keller Williams.
- Simply visit www.kwluxuryhomes.com and the “Membership” tab, then click “Membership Information”.
- Here you will find three applications for membership: Individual, Team/Group and Leadership.

At Your Service: Board of Directors

- Rob Aigner – Beverly Hills, CA
- Mike Brodie – Dallas, TX
- Zana Dillard – Atlanta, GA
- Vicki Foster – Dallas, TX
- Joe Guli – Libertyville, IL
- Wendi Harrelson – San Antonio, TX
- Theo Harris – Baltimore, MD
- Michael Hilgenberg – Palm Springs, CA
- Bruce Kink – Houston, TX
- Diane Kink – Houston, TX
- Ryan Secrist, Hermosa Beach, CA

Our Founding Board of Directors

- Linda Boisjolie – Tempe, AZ
- Weldon Rigby – Houston, TX
- Victoria Lorusso – Stamford, CT
- Jean Jarman – Tampa, FL
- Shane McCullar – Alexandria, VA



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Any Questions?



Join the Club!