



Office Meetings
Classes & Breakouts
Panel Discussions
FREE CE
KWCP Social Events
CBR Events



<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
 <p><b>Don't Forget!!!</b> Sunday April 20th is our first City Wide Open House! Sign Up Sheets are by the mailboxes! <b>RAIN OR SHINE!</b></p>	<p><b>1</b> Capital Partners Moving Committee - Training Room 11:00</p>	<p><b>2</b> American Home Shield - New Product Roll Out Dave Gonzales - 1:00 - 3:00 Social Committee - 12:00 - 1:00</p>	<p><b>3</b> Tempo 5 Training Troy Marsh - 11:00-12:00 PR Committee 12:00 - 1:00</p>	<p><b>4</b> Cookies, Cocoa, &amp; Closings Social Sponsored by Title First 11:00-12:00</p>
<p><b>7</b> Growth &amp; Retention Committee 10:00 - 11:00 Magic of the MREA Part 1 Charting the Course 11:00 -12:00 Paint the Town Red -Open House Website Workshop Tom Woitovich 1:00 - 2:00</p>	<p><b>8</b> KW Connect - Negotiating 11:00 - 12:00 Building a Business using Foreclosure Intervention Techniques Mildred Wilkins - @Hondros - FREE 9:00 - 12:15 Slippery Slope of Short Sales Mildred Wilkins - @Hondros - FREE 1:30 - 4:00</p>	<p><b>9</b> Breakthrough to Mastery - Creating Urgency to Buy - Michelle Neal 11:00 - 12:00 Workshop - Creating a Listing Packet Linda Freter - 11:00-12:30</p>	<p><b>10</b> Business Partner Alliance Com. 9:30 - 11:00 Safety Awareness - 10:00 - 11:00 - Training Room Officer Floyd - Worthington Police Department Finance Committee - 11:30 - 12:30 Vendor Appreciation Party - York Country Club 5:00pm - 7:00pm</p>	<p><b>11</b> KW Connect - 411 11:00-12:00</p>
<p><b>14</b> Buyers Agent Mastermind - Margaret Maks 11:00 - 12:00 Cappers Lunch 12:30 - 1:30</p>	<p><b>15</b> How to write a contract &amp; negotiating a win-win. Joe Boetsch - 11:00 - 12:00 Cappers Mastermind - Kathy Faust Working the Higher Priced Listings 1:00 - 3:00</p>	<p><b>16</b> Agent Mountain * Summit TV - How To Find Motivated Sellers &amp; Get Their Homes Sold 11:00-12:00 ALC Meeting 1:30 - 2:30</p>	<p><b>17</b> Maximizing New Home Sales 3 Hours FREE CE 1:00 - 3:00 Thirsty Thursday - KWCP Training Room Sponsored by The Title Link 4:00 - 6:00</p>	<p><b>18</b> Impact Safety Class - Training Room 9:00-12:00 Effective Ad Writing - Panel Drawing will be held for SNP ad space! 1:00 - 2:00</p>
<p><b>21</b> Magic of the MREA - Think A Million 11:00-12:00 Impact Safety Class - Training Room 1:00 - 4:00</p>	<p><b>22</b> Workshop-Creating A Buyers Packet 11:00-12:00 Michelle Demopolis Book Club - The Go Giver 1:00 - 2:00</p>	<p><b>23</b> Core Ethics - 3 hours of Free CE - Sponsored by First American Title 9:00-12:00 CBR Awards Night - 5:30pm Social - 6:30 Dinner Bridgewater Banquet &amp; Conference Center. Cost \$28 *Join us in celebrating Brian Kemp '08 Realtor of the Year</p>	<p><b>24</b> Tempo 5 Training - Troy Marsh - 11:00-12:00</p>	<p><b>25</b> Friday Flicks 10:00-11:00</p>
<p><b>28</b> Office Meeting Sponsor - Newbury Homes 11:00-12:00 Buyers Agent Mastermind - Margaret Maks 3:00 - 4:00</p>	<p><b>29</b> Breakthrough to Mastery - Gaining Mind Over Market Darla Luebbe 11:00 - 12:00</p>	<p><b>30</b></p>		<p><b>Happy Spring!</b></p>

## Happy April Birthday's!

**Kathy Faust 4/2**     **Doug Neal 4/3**  
**Tami Steele 4/5**   **Alecia Larson 4/6**  
**Brian Kemp 4/7**    **Amy Karnes 4/9**  
**Laura Grace 4/9**   **Eric Thompson 4/11**  
**Lisa Viertel 4/12**   **Linda Freter 4/18**



### Agents On Call for March

- |                       |                |
|-----------------------|----------------|
| 1. Sue Lusk-Gleich    | 419-3100       |
| 2. Sue Hanson         | 208-6006       |
| 3. Mary Allen         | 419-3239       |
| 4. Joe Jackson        | 431-1220       |
| 5. Kathy Faust        | 206-4881       |
| 6. Don Faust          | 402-4107       |
| 7. Erin LaBuda        | 316-2294       |
| 8. Dia McDermott-Hall | 327-1390       |
| 9. Eric Ransom        | 402-8335       |
| 10. Dan Miller        | 506-0066       |
| 11. Ron Hobelman      | 596-9456       |
| 12. Jason Trippier    | 778-5946       |
| 13. Bill Benninghofen | 778-4724       |
| 14. Joan Fitzharris   | 507-6555       |
| 15. Georgia Hart      | (740)272-0442  |
| 16. JoAnne LaBuda     | 264-8906       |
| 17. Sherry Segna      | 496-0681       |
| 18. Ron Hobelman      | 596-9456       |
| 19. Keith Poss        | 975-5930       |
| 20. Lynn Nadler       | 431-9447       |
| 21. Traci Klinger     | 579-4447       |
| 22. L Christiansen    | 431-9118       |
| 23. Matt Long         | 374-9127       |
| 24. Patrick Florence  | 431-0907       |
| 25. Darla Luebbe      | 395-1516       |
| 26. Team Waldron      | (740) 363-7333 |
| 27. Jeff Jonas        | 989-9968       |
| 28. Newt Jones        | 286-0761       |
| 29. Paula Linehan     | 395-0423       |
| 30. Brian Kemp        | 402-0900       |

## CBR April Calendar

<< Apr 2008 >>						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2 Res Ed Cmte	3 CBRTempo I Ethics CORPAC	4	5
6	7 CBRTempo I CBRTempo I	8 CBRTempo I COCIE CDX Training Member Services Cmte RS Stand Forms	9 CBRTempo I MLS Cmte Equal Opp Cmte CBRTempo II	10 CI Standard Forms CBRTempo I Web Strategies FF Scholarship Cmte FF Fundraising Cmte Sales Advisory Cmte	11 Affordable Hsg Cmte Aff Hsg Roundtable REALTOR® Care Day	12
13	14 BRAC Communication Cmte	15 CBRTempo I Civil Rights	16 CBRTempo I CBRTempo II	17 Advanced COCIE CDX Mentoring Session: Successful Listing Presentations FF Advisory Cmte CBRTempo I	18 CBRTempo I Affil Liaison Cmte	19
20	21 Palm OS Treo Basics Tempo Wireless Basics CBRTempo I	22 Officers Mtg CBRTempo I Tech Users Forum CBRTempo II	23 CBRTempo I Directors Mtg CBRTempo III CBR Awards Night	24 C/I Ed Cmte CBRTempo I CBRTempo II	25	26
27	28 CBRTempo I CBRTempo II	29 CBRTempo I CI Steering Cmte CI Membership Cmte CBRTempo III	30 CBRTempo I CBRTempo II			



## April Class Details

April 2nd - Join Dave Gonzales as he introduces you to new programs/products from American Home Shield.

April 3rd - Troy Marsh will be taming your headaches as he brings training for the new Tempo 5 to the KWCP training room.

April 7th - The first session of Magic of the MREA will be on the first section of the book "Charting The Course"

April 7th - Tom Voitovich will give a short talk on how to enter your listings into the KW open house website so your properties will be available for the public to look at for our first April 20th City Wide Open House. He will then give you hands on help on entering your listings.

April 8th - Negotiating - KW Connect - We will look at this KW Connect video and discuss our aha's and thoughts.

April 9th - Breakthrough to Mastery - Creating Urgency To Buy - Join Michelle Neal as she presents to you this new agent mastery guide from Keller Williams University.

April 9th - Workshop - Creating a Listing Packet. Linda Freter will be giving you key tips on putting your listing packet together. Bring your own listing packet to share and get tips for improvement.

April 10th - Officer Floyd from the Worthington Police Department will be speaking to us on safety tips for Realtors.

April 11th - 411 - KW Connect. We will be watching this session on negotiating a contract And Gloria Cannon will be sharing with you tips for doing your 411.

April 14th - Buyer's Agent Mastermind. This roundtable discussion will be led by Margaret Maks.

April 15th - How to write a contract and negotiate a win-win will be taught by Joe Boetsch. You will learn how to write a purchase contract and negotiate for acceptance.

April 15th - Cappers Mastermind - Kathy Faust will facilitate a discussion on working with higher priced listings.

April 16th - Agent Mountain - Summit TV. We will watch this informational video on How to Find Motivated Sellers & Get Their Homes Sold.

April 17th - 3 Hours of FREE CE! Maximizing New Home Sales Brought to us by Barb Collier & MetroCities Mortgage.

April 18th - Impact Safety - Please pre-register for this class and come and learn about tips and hands on experience to remain safe while effectively working your business.

April 18th - Effective Ad Writing Panel - Join a panel of our best AD writers in the office and learn how to get the most bang for your advertising buck! There will be a drawing for FREE ad space in the SNP. Led by Regina Conner, Nicki Campbell, Jeanne O'Keefe

April 21st - The second session of Magic of the MREA will be covering Think A Million.

April 21st - The second of our Impact Safety Training Classes

April 22nd - Workshop - Creating an Effective Buyers Packet. In this workshop we will be covering tips on how to create your buyers packet. Bring your own to share and get tips for improvement. Led by Michelle Demopolis

April 23rd - CORE ETHICS! Free CE - Sponsored by First American Title

April 24th - Troy Marsh will be covering the New Tempo 5 system for those of you who need questions answered on this new system.

April 25th - Friday Flicks! TBA

April 28th - Buyer's Agent Mastermind - This is a round table discussion led by Margaret Maks

April 29th - Breakthrough to mastery - An agent's guide to gaining mind over market will be taught by Darla Luebbe. This is a new class from Keller Williams University.

### Capital Partners Cares About Your Safety!

We have scheduled events this month to give you the tools and skills to remain safe while continuing to effectively work your business. Please don't pass up this opportunity!

Seat space is limited for the Impact Safety Course...if there are not enough participants this course will not take place. Register today by signing up on the sheet by the mailboxes.

The safety course with Office Floyd of the Worthington Police Department will be a discussion on safety precautions for our industry



**Cookies, Cocoa, & Closings Social**



This agent only social event is for special recognition of those who closed a transaction in March  
 Training Room  
 April 4th @ 11:00



**Thirsty Thursday**

Join us on Thursday the 17th to quench your thirst and share Happy Hour with your friends in the Market Center!

KWCP Training Room - 4:00pm  
 Sponsored by the Title Link