



Our Strategic Partners

MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY

Our Strategic Partners

Advanced Photo & Imaging

Herbert Kuper
404-255-6275
www.advphoto.com

Old Republic Home Protection

Ginny Nestor
1-800-445-6999

Realty Ease

Sam Underwood
770-925-1111
www.realtyease.com

Allstate Insurance

Kelly Whittington
770-932-9395

Alltech Inspection Services

Matt Morris
770 294-0130
mattmorris@bellsouth.net

Real Commissions

David Siegleman & Jeffrey Grade
404-256-3300

Nationwide Insurance

John Gipson
678-371-0885
gipsonj4@nationwide.com

Sears

Ben Paschal
678-523-9518
bpaschal@searshc.com

1 I Do...Do You?
8:45-10:00 Power Hour (TR)
12:00-1:00 Strong Foundations Mastermind (for coaching clients)(CR1)
1:00-2:00 Camp 4:4:3 - #1: Camp 4:4:3 Path to Success (TR)
2:00-4:00 KW Website Design Workshop - H&H Tek (TR)
Online Millionaire Mondays with Dave Jenks at www.millionairesystems.com

8 I Do...Do You?
8:15-8:45 Script Sprint/Blitz (phone)
8:45-10:00 Power Hour (TR)
12:00-1:00 Strong Foundations Mastermind (CR1)
1:00-3:00 Camp 4:4:3 - #7: Buyer Consult Final Steps (CR1)
2:00-3:00 SHIFT into Action :An Agent's Guide to Short Sales and Foreclosures with Steve Kunkel(TR)
Online: Millionaire Mondays

15 I Do...Do You?
8:15-8:45 Script Sprint/Blitz (phone)
8:45-10:00 Power Hour (TR)
11:00-12:00 Recruiting 20:20:20 CR1
1:00-2:00 JAZZ UP YOUR FLYERS with Sandy Owens (CR1)
1:00-3:00 Camp 4:4:3 - #13: Open Houses TR
Online Millionaire Mondays with Dave Jenks at www.millionairesystems.com

22 I Do...Do You?
8:15-8:45 Script Sprint/Blitz (phone)
8:45-10:00 Power Hour (TR)
12:00-1:00 Strong Foundations Mastermind (coaching clients) (CR1)
1:00-3:00 Camp 4:4:3 - GAR Contract (TR)
Online: Millionaire Mondays with Dave Jenks at www.millionairesystems.com

29 I Do...Do You?
8:15-8:45 Script Sprint/Blitz (phone)
8:45-10:00 Power Hour (TR)
1:00-2:00 SHIFT into Action
Online Millionaire Mondays with Dave Jenks at www.millionairesystems.com

2 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 TEAM MEETING (TR)
12:00-1:00 UNPLUG THE HOLIDAY MACHINE with Leslie Kunkel (TR)
1:00-3:00 Camp 4:4:3 - #2 Customer Service Selling (CR1)
2:00-3:00 SHIFT with Technology Group Mastermind(TR)

9 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 TEAM MEETING (TR)
12:00-1:30 FIERCE LISTINGS CLINIC with Debra Thornburg (TR)
1:00-2:00 Commercial Roundtable with Dave Caplin (CR1)
1:00-3:00 Camp 4:4:3 - #8: Finding A Home (CR1)
2:00-3:00 SHIFT with Technology Group Mastermind(TR)

16 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 TEAM MEETING (TR)
12:00-1:00 SELL MORE HOMES WITH GREAT PHOTOS WORKSHOP with Steve Glass (TR)
2:00-3:00 SHIFT with Technology Group Mastermind(TR)
1:00-3:00 Camp 4:4:3 - #14: For Sale By Owner (CR1)
1:30-3:00 Getting Paid: Greensheets with Renee Gordon (RR)

23 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 TEAM MEETING (TR)
2:00-3:00 SHIFT with Technology Group Mastermind(TR)
2:30-3:00 Getting Paid: Greensheets with Renee Gordon (RR)

30 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 TEAM MEETING (TR)
2:00-3:00 SHIFT with Technology Group Mastermind(TR)

3 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:30-12:30 Keys to Successful Closings - #5 with Steve Kunkel (TR)
1:00-3:00 Camp 4:4:3 #3: The Basics of Lead Generation (TR)
Online Wealth Building Wednesdays with Dave Jenks at www.wealthbuildingwednesdays.com

10 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:30-12:30 Keys to Successful Closings - #1 with Steve Kunkel (TR)
1:00-2:30 ALC Meeting (TR) Open to all!
1:00-3:00 Camp 4:4:3 - #9&10 Listing Consult Initial Steps & The Presentation (CR1)
Online Wealth Building Wednesdays with Dave Jenks at www.wealthbuildingwednesdays.com

17 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:30-12:30 Keys to Successful Closings - #2 with Steve Kunkel (TR)
1:00-3:00 Camp 4:4:3 - #15: Expired & Withdrawn (TR)
Online Wealth Building Wednesdays with Dave Jenks at www.wealthbuildingwednesdays.com

24 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:30-12:30 Keys to Successful Closings - #3 with Steve Kunkel (TR)
Online Wealth Building Wednesdays with Dave Jenks at www.wealthbuildingwednesdays.com

31 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:30-12:30 Keys to Successful Closings - #4 with Steve Kunkel (TR)
Online Wealth Building Wednesdays with Dave Jenks at www.wealthbuildingwednesdays.com

4 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 Starkey Mortgage presents Mortgage Fundamentals for a Shifting Market with Taylor Green and Lachetta Patterson (TR)
1:00-3:00 Camp 4:4:3 - #4: Generating Leads through Mets (TR)
5:00-? POWLUCK HAPPY HOUR BINGO (TR)
Online Agent Mountain with Gary Keller at www.agentmountain.com

11 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 Starkey Mortgage presents Mortgage Fundamentals for a Shifting Market with Taylor Green and Lachetta Patterson (TR)
1:00-3:00 Camp 4:4:3 - #11: Listing Consult Listing Objections(TR)
Online Agent Mountain with Gary Keller at www.agentmountain.com
6:00-? Black and Red Holiday Ball

18 I Do...Do You?
8:45-10:00 Power Hour (TR)
11:00-12:00 Starkey Mortgage presents Mortgage Fundamentals for a Shifting Market with Taylor Green and Lachetta Patterson (TR)
1:00-3:00 Camp 4:4:3 - #16: Prospecting to a Farm (TR)
Online Agent Mountain with Gary Keller at www.agentmountain.com

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Happy Holidays! Staff will be out of the office on December 25 and December 26.

Atlanta Partners Camp 4:4:3
Register in advance with Debra Thornburg x2777 (All sessions taught at Sugarloaf Market Center)

5 I Do...Do You?
8:45-10:00 Power Hour (TR)
1:00-2:00 MREA Business Plan: Economic Model with Steve Kunkel (CR1)
1:00-3:00 Camp 4:4:3 - #5&6 Buyer Consult Initial Steps & Buyer Consult (TR)
2:00-3:30 New Associate Welcome & Orientation with Jane Gross (CR1)

12 I Do...Do You?
8:45-10:00 Power Hour (TR)
1:00-2:00 MREA Business Plan: Lead Generation Model with Steve Kunkel (CR1)
1:00-3:00 Camp 4:4:3 - #12: Selling A Home (TR)
2:00-3:30 New Associate Welcome & Orientation with Jane Gross (CR1)

19 I Do...Do You?
8:45-10:00 Power Hour (TR)
12:00-1:00 Strong Foundations Mastermind (for coaching clients) (CR1)
1:00-2:00 MREA Business Plan: Budget Model with Steve Kunkel (CR1)
1:00-3:00 Camp 4:4:3 - #17 & #18: Making & Receiving Offers & Closing (TR)
2:00-3:30 New Associate Welcome & Orientation with Jane Gross (CR1)

Career Achievement: \$6+ million closed volume
Career Growth: \$2+ million closed volume
Career Launch: Up to \$2 million closed volume
All: All Associates
Productivity: Activity based for all

State Farm Insurance

Jim Shambo
770-865-3318
agentshambo@aol.com

Sugarloaf Associate Leadership Council

Anu Sethi Stan Jones Don Cavin Christie Wilkins
Buddy Edwards Vance Kimber Sandy Owens
Leslie Kunkel Brenda Wiley Mary Anne Blamey



Keller Williams Realty Atlanta Partners

Sugarloaf Market Center

2170 Satellite Boulevard, Suite 195 ~ Duluth, GA 30097

678-775-2600

Course Descriptions

All Associates are encouraged to attend all courses of interest. Color coding is an indication of level of experience most applicable.

PRODUCTIVITY (activity based for all levels of closed volume) COURSES:

Credit Repair for Home Buying and First-Time Home Buyer Seminars..... Home buyer seminars offered with Countrywide Financial
Lead Generation Sprints.....Quick lead generation preparation, calling, and wrap-up designed for immediate results
Recruiting 20:20:20.....Build your down-line by actively calling agents to introduce them to Keller Williams Realty

CAREER LAUNCH (up to \$2 million closed volume) COURSES:

Camp 4:4:3.....New Agent Boot Camp designed to generate 4 listings and 4 sales in 3 months
New Associate Welcome & Orientation.....Required initial meeting to review office policy and procedures for newly affiliated associates

CAREER GROWTH (\$2 million+ closed volume) COURSES:

411 MasterMind.....Ongoing monthly group meeting for individual 411 creation and accountability
Market Center Residents Round Table Brown Bag Lunch.....Topics relevant to associates renting office space at the market center
Mastering Short Sales.....Detailed presentation of short sale listing, contract and sales process
MREA Listing Presentation..... Preparation and presentation of the Millionaire Real Estate Agent listing presentation model

CAREER ACHIEVEMENT (\$6 million+ closed volume) COURSES:

MREA Business Plan..... Millionaire Real Estate Agent Business Plan Models

ALL ASSOCIATES (all levels of closed volume) COURSES:

Agent Mountain.....Listen to Gary Keller's insights on success
ALC Meeting.....Agent Leadership Council monthly business meeting
ALC Committees.....Agent Leadership Council market center committee monthly business meeting
Building Wealth Thru Profit Share.....Series of panel presentations to enable Associates to proactively build their profit share
Caravan.....Market Center organized listing caravan varying by geographic area
Commercial & REI Roundtable.....Discussion of topics relevant to commercial and investment transactions
Increasing Your GCJ.....Series of presentation of referral opportunities
Dutch Lunch Welcoming New Associates.....Lunch gathering for current associates and staff to get acquainted with new associates
Enhanced Prospecting.....Presentation of ideas to enhance and increase our prospecting returns with Countrywide Financial
How to Get Paid: On-Line Green Sheet.....Hands-on demonstration of green sheet preparation including transaction specific question and answer opportunity
Jack Canfield's Success Principles.....Uplifting message and ideas that can be implemented immediately with life-changing impact
Keys to Successful Closings.....Ongoing 5 Session weekly instruction by Managing Broker of the GAR Purchase and Sale Agreement
Know Your Loan Products..... Presentation of specific loan programs available through Countrywide Financial
KW Internet and eAgentC.....Hands-on demonstration of KW internet and eAgentC including question and answer opportunity
KWLS.....Hands-on demonstration of KWLS including question and answer opportunity
Lease/Purchases: What You Need to Know..... Basic presentation of short sale listing, contract and sales process
Millionaire Mondays.....Listen to interviews with successful Keller Williams Realty Associates
Mountain Land Referral Program.....Opportunity to view and refer mountain property in North Georgia and surrounding area
Personal Presentations: Price Reductions..... Listing price reduction methods and strategies by successful market center associates
Photos and Portraits.....Complete set-up for taking your professional photo or portrait – **advance registration encouraged**
Setting Up & Maximizing Your Website.....Hands-on demonstration of KW website initial set-up including question and answer opportunity
Setting Up Your Free Keller Williams Website.....Hands-on class to enhance your KW website – **advance registration encouraged**
TEAM MEETING.....Inspirational and educational weekly gathering of all market center associates and leadership
Wealth Building Wednesdays.....Listen to interviews with successful Keller Williams Realty Associates
Wine and Cheese Listing Flyer Bonanza.....Bring your listing flyers to share with other Associates in a relaxed environment



WHY ATTEND FAMILY REUNION? THE PROOF IS IN THE NUMBERS!

The average agent who attended Family Reunion in 2008 took nearly **THREE TIMES THE LISTINGS** and closed more than **DOUBLE THE CONTRACTS** than the average agent who did not. Now ask yourself: how much more money would I take home next year if I took home three times the listings and closed double the contracts I did this year?

CAN YOU AFFORD TO MISS FAMILY REUNION?



LaChetta Patterson 770-846-0159

Taylor Green 404-425-2771



Ansley Campbell 678-942-1577

www.okelleyandsorohan.com