

Sun

Monday

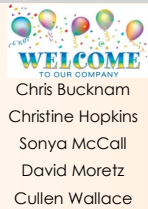
Tuesday

Wednesday

Thursday

Friday

Sat



Guy Baughman  
Ratha Chan  
Dean Dillard  
Craig Fauver  
Gayle Fleming  
Deeb Garibeh



Chris Negron  
Jeff Payne  
Garnet Robins-  
Baughman  
Sang Roche  
Lou Sagatov

Lou Sagatov 6/1  
Megan Matherway 6/10  
Thomas Lydon 6/14  
Brenda Rowe 6/14  
Mike Roschke 6/18  
Eric Sillery 6/20



Ken Courtade 6/21  
Teresa Darnell 6/22  
Dean Dillard 6/23

René Sollod 6/23  
Bill Murphy 6/24  
Jonathon Kerester 6/24  
Miranda Dedja 6/25  
Corbett Daly 6/25  
Jamie Wheeler 6/29

**KW Arlington Campus**  
**2101 Wilson Blvd Suite 100**  
**Arlington, VA 22201**

**Please RSVP to: Kristina Kada**  
**703-224-6000**  
**Kristina.kada@kw.com**

1  
**9-10a** Productivity Coaching  
with Tricia Jerman

2

3

**9:30a-5:40p** Academy of Real Estate  
**10-11a** KW Intranet 101

4

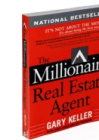
**10-11a** Team Meeting With  
 **HomeActions**  
**2-3p** VA & FHA Loans  
With Kevin Schatz  
**5:30-9:30pm** Salesperson Principles of  
Real Estate 

5 World Environment Day

**10-12p** Metabolic Assessment  
**1-2p** New My Transactions w/Dot Loop  
Webinar

6

**9:30a-3:30p** MREA: Lead Tracking and  
Follow up with Pam O'Bryant  
**5:30-9:30pm** Salesperson  
Principles of Real Estate



7 National Donut Day

**9:30a-3:30p** MREA: Lead Tracking  
and Follow up with Pam O'Bryant  
**10-11a** Paperwork 101 / RePaperless

8

**9-10a** Productivity Coaching  
with Tricia Jerman

9

10

**9:30a-5:40p** Academy of Real Estate  
**1-2p** KW Intranet 101

11

**10-11a** Team Meeting  
**2-3p** Free Internet Resources for  
Productivity with Kristina Kada  
**5:30-9:30pm** Salesperson Principles of  
Real Estate

12

**10a-3p** Committee Day  
**Noon** International Potluck Lunch  
**1-2p** Office Orientation  
**1-2p** What's the Point of Productivity  
Coaching? With Tricia Jerman

13

**10:30-11:30a** I Just Ratified, Now What!  
With Teresa Darnell  
**5:30-9:30pm** Salesperson Principles of  
Real Estate



14 Flag Day

**1-2p** Paperwork 101/ RePaperless  
**1-2p** New My Transactions w/Dot  
Loop Webinar  
**2-3p** How To Write a Winning  
Contract in a Multiple Offer Situation

15

**9-10a** Productivity Coaching  
with Tricia Jerman

16  
Father's  
Day

17

**9:30a-5:40p** Academy of Real Estate  
**10-11a** KW Intranet 101  
**2-4p** Listing Bootcamp: Listing 101



18

**10-11a** Team Meeting  
**2:30-4p** Contract to Close with Kathy  
Fong

19 **10-11:30a** ALC Meeting

**10-11a**  **Zillow.com**  
Your Edge in Real Estate  
**11-12p** Office Orientation  
**1-2p** Social Marketing with Angela Rose  
**6-7:30p** Paperwork Submission and  
Compliance For VA with Dean Dillard

20

**9:30a-12:30p** 20-50 Unit Agent Business/  
Budget Planning with Pam O'Bryant  
**2-4p** Listing Bootcamp:  
Listing Presentations



21

**10-11a** Paperwork 101/ Greensheets  
**1-2p** New My Transactions w/Dot  
Loop Webinar

22

**9-10a** Productivity Coaching  
with Tricia Jerman

23

24

**1-2p** KW Intranet 101  
**2-4p** Listing Bootcamp: Appointment  
Setting/ Role Playing



25

**10-11a** Team Meeting  
**11:30-12:30p** Lunch & Learn with



26 Forgiveness Day

**12-1p** ONE THING  
**1-2p** Office Orientation  
**2-4p** Listing Bootcamp:  
Appointment Setting/ Role Playing



27

**2-4p** Listing Bootcamp:  
Listing Paperwork



**5-7 Bring a Buddy**  
**HAPPY HOUR**  
**At the Green Pig**

28

**1-2p** Paperwork 101/ Greensheets  
**1-2p** New My Transactions w/Dot  
Loop Webinar

29

**9-10a** Productivity Coaching  
with Tricia Jerman

30



Arlington

KWRocksArlington.com

Pam O'Bryant  
Team Leader  
703-224-6000



*Mission: To Build Careers Worth Having, Businesses Worth Owning, and Lives Worth Living!*

INTERNATIONAL



Potluck Party  
June 12th At Noon



Listing 101 - June 17th  
Listing Presentations - June 20th  
Appt Setting/Role Play - June 24th  
Listing Paperwork - June 27th  
Prep/Stage the Listing - July 8th  
Marketing Your Listing/OH Role Play - July 1st  
CMA Class - July 11th  
Receiving/Negotiating Offers - July 15th  
Ratification to Settlement - July 18th  
Wrap Up/4-1-1 - July 22nd

Bring A Buddy Happy Hour

June 27th 5-7pm



### Committee Day

Not on a Committee? Come join us the 2nd Wednesday  
of EVERY month to get involved!

KW Cares Committee @ 10am — Community Service Involvement

Profit Committee @ 11am — We lead with revenue!

Social Committee @ 11am — Good times to be had by all!

**Potluck Lunch at Noon!**

Productivity Committee @ 1pm — Classes, Classes, Classes

Technology Committee @ 1pm — Keeping us in technical style.

Growth Committee @ 2pm — Making our Family Bigger!

Instructor

Join us

June 6th and 7th

9:30am-3:30pm

For

The



Millionaire  
Real Estate  
Agent

With Pam O'Bryant

**MREA Admin:  
Lead Tracking and Follow-Up**

\$79 include all materials, lunch and parking.



KELLER WILLIAMS  
UNIVERSITY