







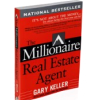








July 2013

<p><i>Welcome</i></p> <p>Claudia Costello Robert Griffin Sarah Jemigan Steve Pearl Cullen Wallace</p>	<p><i>Happy Anniversary!</i></p> <p>Angela Rose Jen Crittenden Lauren DeSomma Miranda Dedja Ryan Edwards</p>	<p>Russell Foster Julio Idrobo Laura Johnson Matthew Smith Francisco Torres</p>	<p>Pam O'Bryant 7/01 Jeff Payne 7/01 Dawn Wilson 7/03 Kevin Kaminski 7/03 Gary Gaston 7/04 Oscar Icabalceta 7/06</p>	<p><i>Happy Birthday!</i></p> <p>Susan Saltos 7/07 June Wheatly 7/10 Matt Shepard 7/14 Chris Marcus 7/15 Alex Sardegna 7/17</p>	<p>Brenda Moreno 7/17 Janet Malherek 7/20 Olga Tiagulska 7/21 Anupa Maru 7/21 Larry Smith 7/24 Tori McKinney 7/30</p>
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Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
	<p>1</p> <p>Photographer on Site 1-2p KW Intranet 101 2-4p Listing Bootcamp: Appt Setting/Role Play</p> 	<p>2</p> <p>Photographer on Site 10-11a Team Meeting 3-4p The Price is Right Webinar</p> 	<p>3</p> <p>11-11:30p Recruiting to Yes with Dianna Kokoszka Webinar 11-12p Office Orientation 1-2p Come Practice your Scripts</p>	<p>4</p> <p>Independence Day Office staff is off in observance of the holiday</p>	<p>5</p> <p>1-2p Paperwork 101/ Greensheets 3-4p New My Transactions w/Dot Loop Webinar</p>	<p>6</p> <p>9-10a Productivity Coaching with Tricia Jerman</p>
7	<p>8</p> <p>9-10:30p MREA Energy Plan 9-10a Ditch RePaperless & Close the Loop! 10-11a KW Intranet 101 1-2p What's the Point of Productivity Coaching? With Tricia Jerman 2-4p Listing Bootcamp: Listing Paperwork</p> 	<p>9</p> <p>10-11a Team Meeting With Planomatic 12-4p So, You Want to Build a Team? With Pam O'Bryant 3-4p New My Transactions w/Dot Loop Webinar</p> 	<p>10</p> <p>10a-3p Committee Day Noon All American Potluck Lunch 11-12p Office Orientation 12-2p Intro to Commercial Law with David Mason</p> 	<p>11</p> <p>9-10:30p MREA Energy Plan 10-11a Ditch RePaperless & Close the Loop! 12-1p Creativity in the work environment and the importance in Branding Lunch with Reach Marketing 2-4p Listing Bootcamp: Prep/Stage the Listing</p>  	<p>12</p> <p>10-11a Paperwork 101 / Greensheets 1-2p Flip that House! With Diane Duston and Lou Sagatov</p>	<p>13</p> <p>9-10a Productivity Coaching with Tricia Jerman</p>
14	<p>15</p> <p>9-10:30p MREA Energy Plan 9-10a Ditch RePaperless & Close the Loop! 9:30a-5:40p Academy of Real Estate 10-11a KW Intranet 101 2-4p Listing Bootcamp: Marketing Your Listing/Open House Role Play</p> 	<p>16</p> <p>10a-12p Joint Team Meeting @ KUSCO 1952 Gallows Road, Suite 320 Vienna, VA 22182 1-2p Ditch RePaperless & Close the Loop! 3-4p The Price is Right Webinar</p>	<p>17</p> <p>11-12p Office Orientation 10-11:30a ALC Meeting 1-2p Come Practice your Scripts 2-3p Ditch RePaperless & Close the Loop!</p>	<p>18</p> <p>9-10:30p MREA Energy Plan 9:30a-5:00p MREA: How to Run a MREA Office 10-11a Ditch RePaperless & Close the Loop! 1:30p Ice Cream Social</p> 	<p>19</p> <p>9:30a-5:40p Academy of Real Estate 1-2p Paperwork 101/ Greensheets 2-3p How To Write a Winning Contract in a Multiple Offer Situation with Gabe Deukmaji</p>	<p>20</p> <p>9:30a-5:40p Academy of Real Estate 9-10a Productivity Coaching with Tricia Jerman</p>
21	<p>22</p> <p>9-10:30p MREA Energy Plan 9-10a Ditch RePaperless & Close the Loop! 9:30a-5:40p Academy of Real Estate 10-11a KW Intranet 101 1-4p CMA Class With Jim Quinn Part 1</p>	<p>23</p> <p>10-11a Team Meeting With Cutco Closing Gifts 1-2p Ditch RePaperless & Close the Loop! 3-5p What's the Process? Happy Hour to follow With Teresa & Kevin</p>   	<p>24</p> <p>10:30a-12:30p Metabolic Assessment 11-12p Office Orientation 1-2:30p CMA Class with Jim Part 2 6-7:30p Paperwork Submission and Compliance For VA with Dean Dillard</p>	<p>25</p> <p>9-10:30p MREA Energy Plan 11-12a 60-Min Business Plan with Pam O'Bryant 1-2p Ditch RePaperless & Close the Loop! 2-4p Listing Bootcamp: Receiving/Negotiating Offers</p> 	<p>26</p> <p>10-11a Paperwork 101/ Greensheets 1-2p Green Up your Listing with Gayle Fleming 3-4p New My Transactions w/Dot Loop Webinar</p>	<p>27</p> <p>9-10a Productivity Coaching with Tricia Jerman</p>
28	<p>29</p> <p>9-10:30p MREA Energy Plan 9-10a Ditch RePaperless & Close the Loop! 10-11a KW Intranet 101 2-4p Listing Bootcamp: Ratification to Settlement</p> 	<p>30</p> <p>9-10a Ditch RePaperless & Close the Loop! 10-11a Team Meeting with The Gift of Profit Share with Mitch Curtis 1-2p Agent Financials with Jim Quinn 3-4p The Price is Right Webinar</p>	<p>31</p> <p>9-10a Ditch RePaperless & Close the Loop! 10:30a-12p Step by Step for New Agents with Pam O'Bryant 11-12p Office Orientation 1-2p Come Practice your Scripts 2-3p Free Internet Resources for Productivity with Kristina Kada</p>	<p>August 1</p> <p>9-10:30p MREA Energy Plan 2-4p Listing Bootcamp: Wrap Up/4-1-1</p> 	<p>KW Arlington Campus 2101 Wilson Blvd Suite 100 Arlington, VA 22201</p> <p>Please RSVP to: Kristina Kada 703-224-6000 Kristina.kada@kw.com</p>	



Arlington

KWRocksArlington.com

Pam O'Bryant
Team Leader
703-224-6000



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

Managing the MREA Office with Pam O'Bryant!

In Managing the MREA Office, you will experience a case study as a new assistant steps into the role of the marketing and administrative manager for a growing office. Utilizing what you observe in this case study, you will identify how to handle the challenges, from basic office organization to hiring and managing staff, as well as gain a greater understanding of how to successfully manage an MREA office to the 7th level!

Objectives:

Understand the role of the marketing and administrative manager in order to gain business.

Create systems for communication to enhance team and office effectiveness.

Create systems for managing inventory.

Identify a need for talent, find sources for talent, and use a system to hire the best talent in the industry.

This session will be on Thursday July 18th from 9:30am-5pm at Keller Williams Arlington. For this class only registration is \$79 for the first agent and each assistant in addition is \$49!

Thursday

July 18th

9:30am—5pm

RSVP with Kristina at
703-224-6017 or
Kristina.Kada@kw.com!



Pam O'Bryant

If you miss the class, cancel or change your appointment with less than 24 hours notice we will apply your amount to any other class.

Take Me out to the Ball game!

Washington Nationals
Vs.
Atlanta Braves

Wednesday
August 7th at
7 pm



Tickets are
Limited so
Reserve Today!

(Last day to order is
Thursday July 25th**)

\$18* per person
including \$15
towards
concessions!

Thank You to our Sponsors:



*Tickets are non-refundable but they are transferable.

**All tickets must be paid for by July 25th, Please contact Kristina at Kristina.kada@kw.com