Inside
- KW Canada Welcomes
- MAPS Congratulations
- Cultural & Leadership Summit
- Stats
- KW News
- KW Events

Up Coming Events
- Cultural & Leadership Summit
  - Nov 17-21
- Keeping Agents First
  - Dec 3
- ALC Clinic—GTA
  - Dec 4-5
- ALC Clinic—Ottawa
  - Dec 4-5
- Growth Initiative Recruit
  Select – Toronto—Jan 22 & 23

Canadian Cultural & Leadership Summit
November 17-21st, 2014

KW leadership from across Canada gather in the exchange of ideas and information while also developing leadership skills and building the culture in the company.

- General Session
- State of the Company
- Leadership Masterminds
  - MCA’s
  - Team Leaders
  - Operating Principals

Includes these must attend events!

AGENT MASTERMIND
Join us for an afternoon of “been-there-done-that” wisdom of industry power players.
with Linda Mekissack
November 17th 1-4pm

Fierce
with Linda Mekissack
November 18 & 19

Event Location: Hilton Garden Inn Toronto Vaughan 3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7
Register @ www.MillionaireSystems.ca
Keller Williams Canada Welcomes...

Our Newest Market Centre!

Keller Williams Prestige West Island, QC

Rock Thomas - Operating Principal

Keller Williams Prestige, based in the region of West Island, QC followed closely on the heels of Distinction, joining us only one day later. Operating Partner, Rock Thomas, will be leading the charge. Thomas comes to us from KW Urbain in Montreal, and can best be described as dynamic and engaging. He has over 20 years of real estate experience in both sales and leadership and has a great deal of history with Keller Williams. Included in his core group are Team Leader, Donna Dalonzo and Market Centre Administrator, Helena Gunnarson.

Helena Gunnarson
Market Centre Administrator

Donna Dalonzo
Team Leader

A Message from our New Leadership Team:

Nous sommes arrivés ! KW Prestige ! Merci à tous nos courtiers fondateurs! Ensemble, nous allons prospérer! We have arrived! KW Prestige! Thank you to all our founding brokers! Together we will prosper!

We are very proud & honoured to be in business with each of You!
Mark has recently been named a Keller Williams MAPS Coach. He will be our second Canadian Coach with MAPS and we could not be happier for him!

For those who have not had the pleasure of meeting Mark, he is an influential leader in the real estate industry, who exemplifies the WI4C2TS. Additionally, Mark played a key role in the launch of one of our newest Market Centres in Hamilton, ON.

He is a role model and mentor to realtors in his Market Centre and across Canada. You can always count on Mark to support his Market Centre as well as KW Canada Leadership through leading IGNITE, Investor Seminars and mastermind sessions.

We wish Mark all the best in his new role.

**Congratulations, Mark, you deserve it!**

**Also making News**

**Kirby Chan**

KW Realty Centres - Newmarket, ON

Our very own, Kirby Chan, of KWRC, has been recognized as one of the United States’ and Canada’s Top 500 Marketing Experts by the National Association of Expert Advisors (NAEA).

This is a huge honour, considering there are more than 1.2 million agents practicing real estate in the US and Canada.

Kirby will be given an award and recognized at a special ceremony in front of more than 600 real estate agents, experts and industry insiders during the 2014 installment of its annual Exponential Growth Summit to be held in Dallas in late October.

See the full story [HERE](#):

**Congratulations Kirby - this is amazing!**
Canada Cultural & Leadership Summit

November 17-21, 2014

Where Our Beliefs are Fostered in a Positive and Powerful Way!

Each year KW leadership from across Canada gather in exchange of ideas and information while also developing leadership skills and building the culture in the company.

From breakouts, to big sessions and even bigger names in real estate, we share tips, strategies and success secrets throughout the entire event.

Join us this Year!

November 17th—DRIVE with Patrick McGowan
November 17th—HOLD with Linda McKissack
November 17th - Agent Masterminds with Linda McKissack
November 18th & November 19th—Fierce Conversations with Linda McKissack
November 20th—Leadership Summit & Masterminds
November 21st—10th Annual Inspirational Breakfast

Accommodations

Hilton Garden Inn Vaughan | 3201 Hwy 7, Vaughan, ON L4K 5Z7 | (905) 660-4700
Ask for the “Keller Williams Rate” when booking

Register for events through Eventbrite at: millionairesystems.ca
DRIVE

with PATRICK MCGOWAN

November 17th, 2014

DRIVE is for MCA’s & Assistant MCA’s ready to learn and actively implement the tools, resources and scripts critical to building wealth in their Market Centre and solidifying their role as a profit-driving leader.

MCA’s START HERE...

In this course, you will actively implement the practical tools, resources and scripts you need to build wealth in your market centre and rise to leadership as a Market Centre Administrator. You will also learn time saving techniques, and get the tools and resources that will make you more efficient on the job.

OBJECTIVE

Grow your leadership skills and get equipped to serve at a much higher level.
Delve into the specifics of the MCA role in growing the market centre.
Break down your retention tasks by leadership role – MCA, TL and OP.
Build wealth for your market centre through the savvy interpretation of the numbers that make a difference.
Increase your powers of communication with your OP and TL.
Discover the tools and resources that will save you time.

Event Details
Cost: $199.00 plus
Date: November 17, 2014
Time: 9am - 5pm
Location: Hilton Garden Inn Toronto Vaughan
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7
Register @ www.MillionaireSystems.ca

kw | Canada
HOLD: how to find, buy and rent houses for wealth. Learn how to build a stable foundation to grow your financial future. It is not a “Get Rich Quick” book. This is about taking HOLD of your financial future!

Take HOLD of your financial freedom!

A strong financial future is key to a successful business venture or stress-free retirement. But simply having money won’t get you there—building wealth will. The HOLD class will teach you how to begin your journey. Take HOLD of your financial future, and learn how to obtain financial freedom through buying and renting real estate. HOLD will teach you the proven and reliable real estate investing process to achieve financial wealth.

OBJECTIVE

Find – the right property for the right terms and at the right price.
Analyze – an offer to make sure the numbers and terms make sense.
Buy – an investment property where you make money going in.
Manage – a property until it’s paid for or you have a large amount of equity to leverage.
Grow – your way to wealth and financial freedom.

Event Details

Cost: $69.00 plus
Date: November 17, 2014
Time: 9am - 12pm
Location: Hilton Garden Inn Toronto Vaughan
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7
Register @ www.MillionaireSystems.ca
Agent Masterminds during Summit week.

Join us for this opportunity to collaborate with the best in the business and accelerate your results.

Masterminds provides educational coaching from the "been-there-done-that" wisdom of industry power players.

A round-table, lecture and seminar setting designed to grow your mindset, Masterminds is an investment that will expand your goals and refocus your daily activities.

Are you ready to EXPAND your professional and personal lives?

Event Details
Cost: $49.00 plus
Date: November 17, 2014
Time: 1:00 - 4:00pm
Location: Hilton Garden Inn Toronto Vaughan
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

Register @ www.MillionaireSystems.ca
A “fierce conversation” is one in which we come out from behind ourselves, into the conversation, and make it real. How fierce are you conversing in your professional and personal lives?

The conversation IS the relationship!

This course is the cornerstone of great leadership, healthy culture, intelligent strategies and whole-hearted execution. This program will address the three transformational ideas and seven principles that empower you to connect conversations between your personal and professional success.

OBJECTIVE

Learn how to focus on results, initiative, and accountability.

Make every conversation real, with yourself, and then in the most challenging and important conversations you have or need to have every day.

The results will include better performance, attitudes, retention, customer relationships and improved profitability.

Event Details

Cost: $549.00 plus
Date: November 18 & 19, 2014
Time: 9am - 5pm
Location: Hilton Garden Inn Toronto Vaughan
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

Register @ www.MillionaireSystems.ca
Leadership Summit
November 20th, 2014

KW leadership from across Canada gather in the exchange of ideas and information while also developing leadership skills and building the culture in the company.

- General Session
- State of the Company
- Leadership Masterminds
  - MCA’s
  - Team Leaders
  - Operating Principals

Event Details

Register @ www.MillionaireSystems.ca

Cost. Free
Date. November 20th, 2014
Time. 9:00am - 5:00pm
Registration. 8:30am
Location. Hilton Garden Inn Toronto Vaughan
3201 Hwy 7 West, Vaughan, ON L4K 5Z7

For More Information Contact:
Keller Williams Canada
Direct: 416.637.8340 Toll Free: 1.855.637.8340 Email: kwrg30@kw.com
Please Join us for a Fun Filled Morning of Encouragement, Friendship & Fellowship…

Live entertainment and truly amazing inspirational stories from 2014 that will surely Inspire and Motivate You!

Keller Williams Realty is a company that changes lives. The culture is as diverse as the countless ways in which associates and market centres commit themselves to finding and serving the higher purpose of business. In keeping with this philosophy, listen to how serving has made a difference in people’s lives and communities from coast to coast.

Events Details:

Cost: $49.00 plus
Date: November 21, 2014
Time: 8:30am - 11:30am
Registration: 8:00am
Location: Hilton Garden Inn Toronto Vaughan
3201 Hwy #7 West, Vaughan, Ontario L4K 5Z7

Register @ www.MillionaireSystems.ca

For More Information Contact:
Keller Williams Canada
Direct: 416.637.8340 Toll Free:1.855.637.8340 Email: kwrg30@kw.com
Top Canadian Market Centres - KWRI

YTD 9.30.14 Ranking out of 676 Market Centres in North America

**Market Centres - Ranked by Owner Profit**
- KW Ottawa Realty, Ottawa: 15
- KW Referred Realty, Toronto: 83
- KW Energy Real Estate, Whitby/Oshawa: 85
- KW Advantage Realty, Toronto: 92
- KW Edge Realty, Burlington: 143

**Market Centres - Ranked by Profit Share**
- KW Ottawa Realty, Ottawa: 15
- KW Referred Realty, Toronto: 81
- KW Energy Real Estate, Whitby/Oshawa: 87
- KW Advantage Realty, Toronto: 91
- KW Edge Realty, Burlington: 138

**Market Centres - Ranked by Closed Volume**
- KW Ottawa Realty, Ottawa: 2
- KW Energy Real Estate, Whitby/Oshawa: 50
- KW Edge Realty, Burlington: 53
- KW Realty Centres, Newmarket: 62
- KW Advantage Realty, Toronto: 67

**Market Centres - Ranked by Closed Units**
- KW Ottawa Realty, Ottawa: 8
- KW Energy Real Estate, Whitby/Oshawa: 89
- KW Select Realty, Halifax: 177
- KW Realty Centres, Newmarket/Aurora: 180
- KW Golden Triangle Realty, Kitchener: 209

**Market Centres - Ranked by Closed GCI**
- KW Ottawa Realty, Ottawa: 5
- KW Energy Real Estate, Whitby/Oshawa: 63
- KW Advantage Realty, Toronto: 115
- KW Realty Centres, Newmarket/Aurora: 136
- KW Edge Realty, Burlington: 174

**Agent Count KW Canada**

MOM 9.30.14

+7.3%

**Profit Share KW Canada**

MOM 9.30.14

+14.8%
### Individual

<table>
<thead>
<tr>
<th>Associate</th>
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<tr>
<td>Craig</td>
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<td>Mitra</td>
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<td>Alexandra</td>
<td>930 Toronto</td>
<td>Lee</td>
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<td>Lauren</td>
<td>930 Toronto</td>
<td>Jeffrey</td>
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<td>Daniel</td>
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<td>James</td>
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<td>Mohnish</td>
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<td>Liane</td>
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<td>Suzanne</td>
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<td>Belinda</td>
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<td>Kelly</td>
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### Team (2 Producing Associates)

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<thead>
<tr>
<th>Associate</th>
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<td>The Lee Team</td>
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<td>The Huber Team</td>
<td>833 Port Coquitlam</td>
<td>Allan Team</td>
<td>571 Kitchener</td>
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<td>The Michael McDougall Team</td>
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<td>Santa Sells Houses Team</td>
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<td>Weir Team</td>
<td>777 Toronto</td>
<td>Hanlon Team</td>
<td>929 Mississauga</td>
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<td>Vickie Cooper and Associates</td>
<td>904 Burlington</td>
<td>Ken and Lisa</td>
<td>237 Ottawa</td>
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<tr>
<td>Caroline Novinic/Dave Clarke</td>
<td>848 Newmarket</td>
<td>The Chan Team</td>
<td>929 Mississauga</td>
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<td>Kaushansky &amp; Brown Team</td>
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<td>Anderson Team</td>
<td>929 Mississauga</td>
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<td>The Referral Team</td>
<td>930 Toronto</td>
<td>RCC Team</td>
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<td>Baird Team</td>
<td>929 Mississauga</td>
<td>Stevens</td>
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<td>Stage &amp; Sold Team</td>
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### Group (3 or more Producing Associates)

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<td>The McSporran Team</td>
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<td>Team Cheff-Lanctot</td>
<td>937 Montreal</td>
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<td>The Mullin Lloyd Team</td>
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<td>Farquhar Advantage Team</td>
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### KW Canada Top 25 Producers Units

All numbers reflect YTD production 9.30.2014

#### Associate

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#### Team (2 Producing Associates)

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<td>3</td>
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<td>4</td>
<td>Santa Sells Houses Team</td>
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<td>T7 Caroline Novinic/Dave Clarke</td>
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<td>T7 Curtis Knight Team</td>
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#### Group (3 or more Producing Associates)

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<td>T5 The Drisdelle Team</td>
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Congratulations to our top performing Market Centres in the Growth Initiative!

**Top 5 Team Leader Appointments**

1. KW Realty Centres - Maureen Marsiglio 34
2. KW Referred Urban - Jamie Purvis 31
3. KW Referred - Balan Manian 28
4. KW Black Diamond - Kevin Lynch 26
5. KW Solid Rock - Chris Brown 25

**Top 5 Gross Agents**

1. KW Referred 8
2. KW Black Diamond 5
2. KW Edge 5
2. KW Ottawa 5
2. KW Complete 5

**Top 5 Net Agents**

T1. KW Referred 5
T1. KW Complete 5
T2. KW Realty Centres 4
T2. KW Referred Urban 4
T3. KW Real Estate Associates 3
T3. KW Edge 3
T3. KW Black Diamond 3
T3. KW Golden Triangle 3

**Top 5 Owner Profit**

1. KW Ottawa
2. KW Edge
3. KW Energy
4. KW VIP
5. KW Select

All numbers reflect YTD 9.30.2014
**CHARGE to 40!**

Our Team Leaders have been put to the Test! The gauntlet has been laid and we are submitting a challenge!

Beginning in the month of September, the 1st Four TLs to achieve 40 1st Appointments in a month by year end, will win...

Breakfast with our Vice Chairman, **MO ANDERSON**, at the 2015 Family Reunion in Orlando, FL.

**Our first winner has just been crowned:**

**Donna Dalonzo**, Keller Williams Prestige - West Island, QC!

Congratulations DONNA! You will be joining Mo Anderson at Family Reunion!

**Let the Race Continue....**

October has been an extremely close race for a number of Team Leaders and the competition has been really heating up!

We cannot wait to announce another winner (or winners) next month

Good luck to everyone - keep those first appointments coming!

Your Team Leaders need your help...send them your referrals, invite to BOLD, Regional Events: HOLD, Masterminds, Fierce Conversations

**Breakfast with Mo @ FAMILY REUNION**

WHO WILL BE NEXT?

WILL IT BE YOU?
It was PINK week at KWO! Keller Williams Ottawa has put together a team to walk/run in this years Run for the Cure! KWO’s team name is Keller Williams Ottawa Treasure Chests!

KW Ottawa held a sales rally with featured guest speaker, Rock Thomas! Rock shared: “Honoured to be speaking at the largest KW in Canada KW Ottawa! [Get] ready to grab your life big, and achieve your goals that have eluded you for years! BOOM!”

KW Referred & Referred Urban - Toronto
BBQ at KW Referred & Referred Urban! Looks like a great time!

KW Prestige - West Island
Weekly mastermind sessions.. Positive, Powerful, Coaching, Teamwork...WOW!
Office Renovations Now Complete! Come visit the beautiful new KW Edge!

KW Ultimacy - Burlington

Notre nouveau Chef d’équipe et PDG, Daniel Berger nous montrent fièrement et avec un grand sourire le montant que KW URBAIN a partagé avec ses courtiers, un total de 77 430.58 $ depuis le mois de mai, dont 10 918.15$ pour le mois de septembre seulement!

Daniel Berger, our new Team Leader and CEO, is showing proudly with a big bright smile what our brokers have earned in profit share, a total of $77,430.58 since May, including $10,918.35 in September only!

KW Lifestyles - London

KW Lifestyles held a Scavenger Hunt!
Can you guess what the theme was?

What a great day!! 5 teams came out and raised funds for KWRS Red Day event. Lots of laughs...bonding...and getting their competitive juices running!!
**KW Capital - Fredericton**

It’s a Full House for the Advanced Dot Loop training event at KW Capital!

Freshly engraved with the inaugural champs names! Congrats Garrett, Monty, Jordan, and Joel from Wood Motors Ford

**KW Advantage - Toronto**

A big thank you to those who went out to represent KWA at the Annual KW RED Day baseball tournament!

**KW Black Diamond - Burnaby**

Another great Sales Meeting at KW Black Diamond! Awarding certificates for Capping and Triple Crown. Congratulations on all the Awesome Achievements!

**KW RC - Newmarket**

KWRC hosted their 2014 Realtor Appreciation Social! Thank you to all who came out and contributed to making it an absolutely beautiful day!
Your Canadian Leadership Team

Diane Mitchell
Canadian Director

Heather Prentice
Operations Manager

Jeannette Seguin
Regional MCA

Keller Williams Canada  Tel: 416.637.8340  Toll Free: 855.637.8340  Fax: 905.895.8579
Email: kwrg30@kw.com  Website: www.KellerWilliamsRealty.ca

Upcoming Events - Mark your Calendar!

NOVEMBER

Recharge 2014  November 12-14
Launch  November 17
Canadian Cultural & Leadership Summit - Day 1 - DRIVE  November 17
Canadian Cultural & Leadership Summit - Day 1 - HOLD  November 17
Canadian Cultural & Leadership Summit - Day 1 - Agent Masterminds  November 17
Canadian Cultural & Leadership Summit - Day 2 & 3 - Fierce Conversations  November 18-19
Canadian Cultural & Leadership Summit - Day 4 - Leadership Masterminds  November 20
Canadian Cultural & Leadership Summit - Day 5 - 10th Annual Inspirational Breakfast  November 21
Franchise Systems Orientation  November 18-20
ROP Meeting  November 19
FIERCE Conversations  November 19-20

DECEMBER

Keeping Agents First – Toronto  December 3
Expansion Systems Orientation  December 4-5
Franchise Systems Orientation  December 8-10
ALC Clinic – GTA  December 4-5
ALC Clinic – Ottawa  December 4-5
RD Meeting  December 10
MCA Success In The Office  December 11-12

JANUARY 2015

Growth Initiative Recruit Select – Toronto  January 22 & 23

Registration at: millionairesystems.ca
Your News is Important to us!

Everyone at Keller Williams is excited to hear your stories, so please forward your articles to be included in our monthly newsletter and be sure to include photos. Please send your comments and suggestions to us.

Be sure to join the KW Canada Community on Facebook & Twitter.

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Thank You to our Sponsors!

KW | Canada
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