

KW GPS
Orientation



KW Global Property Specialist Platform





Marketing



Marketing: Winning with Sellers

Selling Points for Listing Presentations

- Certification, Training and Resources
- Referral Network
- International property search
 - Agent Websites Search Widget
 - KW.com
 - KWW Country/Regional sites
- Full-service capabilities, making the transaction as painless as possible





Networking



Networking

- GPS Member Events at Family Reunion, Spring Masterminds, and Mega Camp
- Private GPS Referral Group on Facebook
- Members-only myKW Community Site
- Proxio
- NAR's CIPS



Training



KW GPS Training

- GPS Webinars
- GPS Monthly Audio Interview Series
- Family Reunion GPS Sessions
- KW GPS and NAR CIPS Partnership







Technology

On Your KW Website:

- 32 Monthly News Articles
- Country Specific Research for 101 Countries
 - Price, Rents, and Rental Yields
 - Investment Ratings
 - Transaction Costs and Taxes
 - Buying Guides
 - Country Statistics
 - Landlord and Tenant Laws
 - And more!



Global Property Guide - News and Discussions

What the rich spent on: No blings, more 'luxurious' memories



Curious to know what the ultra rich had spent on amidst the financial crises, the Spectrem Group said in its latest study that the affluent ones from all over the globe have spent their millions on what matters the most memories and time spent with loved ones.

The likes of billionaires Mr. Warren Buffet of the United States, India's Mukesh Ambani, and even Mexico's Mr. Carlos Silim and his family took more luxury vacations and renovated their homes more in the last six months.

The Illinois-based research Spectrem Group cited this trend in its latest report revealing turther that the moneyed few restrained their spending on clothing, cars and pieces of jewellery.

With no less than \$25,000 budget, the ultra rich have set aside a bigger allocation for

vacations and travel across the world.

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Your Home's Value Buyer Resources

Seller Resources

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Mike Silkett

Email

Instead of selling their mansions and luxury homes at a loss at this crucial crunch time, they made a point to renovate and improve their amenities more so as to get a better value when the economy improves for the better.

Mr. George Walper, Spectrem Group president told CNBC's Robert Frank that the data is indicative that even the wealthy were frugal enough at this time and there are only a few wastrels.

Unlike the so-called "bling" years from 2005 to 2007, some of the wealthy spent more on expensive jewellery. Nowadays, the Spectrem study pointed out that art collections were one of the few that the ultra rich spent on.

Important allocations of the billionaires are for their chosen charitable causes and political leanings.

As an election year particularly in the United States, political contributions no less than \$30,000 were readily given by the wealthy in the past few months.

"The data tells us that there are very few people in this group who are really flamboyant in how they spend their money," Mr. Walper tells CNBC. "Of course, just because a couple spends \$30,000 for luxury tents and chef-prepared meals in the Okavango Delta doesn't mean they are not extravagant. Its just that they're "experience extravagant," rather than "material extravagant." and

Source: CNBC, Spectrem Group Research

Hong Kong tightens noose on property buying by foreigners

To further discourage howers from the mainland. Hong Kong has imposed a new police



GLOBAL PROPERTY GUIDE

Proxio Support

Call: 512-306-7191

Email: support@kw.com





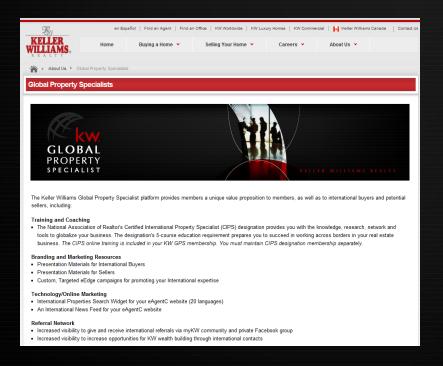


Other Resources



How to Become a Member

kw.com/GPS



KW GPS Application

GLOBAI PROPERTY SPECIALIS	Y	APPL	.ICA	TION
CONTACT INFORMA	ATION (pieze prit)			
Agent Name		Market Center Name _		
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City	State	Zp		
Referred to KW GPS by (if applica		T (0-) T (0-)		
Agent Office Phone		Cell Phone		
Agent Email		Carriage		
Affair timer				
CURRENT QUALIFIC	ATIONS OR COMMITMENT			
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My designation is current	Membership for Existing Luxury or Com	mercial Members	5749	\$499 (\$250 sovings)
with CIPS.	 Membership for Existing CIPS Members New Memberships for Both CIPS and Liu 		5749	\$549 (\$200 xovingsl)
I have completed the 30	New Memberships for Both GPS and Co New Memberships for Both GPS and Co		\$1949 \$1767	\$1664 (10% savings!) \$1502 (10% savings!)
hours on of online training	New Memberships for Both GPS and Lu		SLIPES	\$1574 (10% sovest)
but I am not yet a CPS designee.	New Memberships for Both GPS and Co	mmercial (for GPS designees)	\$1007	\$1412 (10% savings)
COMMITMENT:				
	within the next 12 months in order to maint KW GPS membership and my membership in ENER		al Property	Specialist.
	SWORLDWIDE/KELLER WILLIAMS REALTY, IN	to use my photograph, tes	timonials or o	quotes in marketing and
card for the 1st year of memb	RWILLIAMS WORLDWIDE/KELLER WILLIAMS enship in the amount of \$ for the y KW GPS membership, I understand my credit ich month.	e Keller Williams Global Pro	perty Special	ist(KW GPS) members!
Credit Card Type:		Expiration Date:		
Credit Card #		Zip Code of Billing Address:		
Authorized Signature:		Printed Name:		
Dues are non-refundable and non- we receive written notice of cance	m to lewenderide@leecom. Allow for 10 bu stransferratie. Your KW GPS membership will as fation at least 30 days prior to expiration. I also a ELLER WILLIAMS WORLDWDE/KELLER WILLI	tomatically renew each year gree to the terms and condi	pursuant to tions of men	the current terms unles



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