



December 2009

kw | EAST BOCA RATON

Sun	Mon	Tue	Wed	Thu	Fri	Sat	
 <p>Preferred Vendors KELLER WILLIAMS EAST BOCA</p>  <p><i>First Priority</i> Title Company</p> <p>Tara Halko, Branch Manager T: (561) 245-4014 F: (561) 910-9949 thalko@firstprioritytitleco.com</p>  <p>DEPACE INSURANCE & FINANCIAL SERVICES</p> <p>Susan Depace, Owner Tel: 561.477.9797 Fax: 954.752.0989 sdepac@depacinsurance.com</p>  <p>JMT MANAGEMENT Dade, Broward, Palm Beach Martin & St. Lucie Counties</p> <p>David Zide T: 561.640.4800 F: 561.640.4261 dzide@jmtmgmt.com</p>  <p>TARGET SURVEYING, INC.</p> <p>David Zide, VP Marketing Tel: 561.640.4800 F: 561.640.0576 dzide@targetsurveying.net www.targetsurveying.net</p>	<p>30</p> <p>CAMP 4:4:3 4 Listings & 4 Sales In 3 Months <small>Learn how with Keller Williams University's newest course</small></p> <p>9:00am - 12:30pm</p> <p>PB Central Market Center 2316 S. Dixie Hwy</p>	<p>1</p> <p>CAMP 4:4:3 4 Listings & 4 Sales In 3 Months <small>Learn how with Keller Williams University's newest course</small></p> <p>9:00am - 12:30pm</p> <p>PB Central Market Center 2316 S. Dixie Hwy</p>	<p>2</p> <p>CAMP 4:4:3 4 Listings & 4 Sales In 3 Months <small>Learn how with Keller Williams University's newest course</small></p> <p>9:00am - 12:30pm</p> <p>PB Central Market Center 2316 S. Dixie Hwy</p>	<p>3</p> <p>CAMP 4:4:3 4 Listings & 4 Sales In 3 Months <small>Learn how with Keller Williams University's newest course</small></p> <p>9:00am - 12:30pm</p> <p>PB Central Market Center 2316 S. Dixie Hwy</p>	<p>4</p> <p>CAMP 4:4:3 4 Listings & 4 Sales In 3 Months <small>Learn how with Keller Williams University's newest course</small></p> <p>9:00am - 12:30pm</p> <p>PB Central Market Center 2316 S. Dixie Hwy</p>	5	
		<p>7</p> <p>Broker Price Opinions w/ Mlxchange</p> <p>2:00pm - 3:00pm</p> 	<p>8</p>  <p>TEAM MEETING 10:00am-11:30am</p>	<p>9</p> <p>Grow Your Profit Share Tree</p> <p>2:00pm - 3:00pm</p> 	<p>10</p> <p>FAR CONTRACTS</p> <p>2:00pm - 3:00pm</p> 	<p>11</p>  <p><i>Happy Hanukkah!</i></p> <p>Business Planning Clinic</p> <p>1:00pm - 5:00pm</p> 	12
		<p>14</p> <p>Successful Selling Zone</p>  <p>2:00pm - 3:30pm</p> <p><i>Top sales performers</i> DOMINANCE 64.9% 58.7% INFLUENCE STEADINESS 41.7% 28.0% COMPLIANCE</p>	<p>15</p>  <p>Agent Orientation 2:00pm - 3:00pm</p>	<p>16</p>  <p>RAPB Holiday Party</p> <p>5:30pm - 7:30pm Benvenuto Restaurant 1730 N. Federal Hwy Boynton Beach</p>	<p>17</p>  <p>ALC Meeting 3:30pm - 5:00pm</p>	<p>18</p>  <p>WHAT HAPPENS at THE HOLIDAY PARTY, STAYS AT THE HOLIDAY PARTY.</p> <p><i>Time & Location To be determined</i></p>	19
		<p>21</p> <p>OFFICE PAPERWORK 2:00pm - 3:00pm</p> 	<p>22</p>	<p>23</p>	<p>24</p> <p>Christmas Eve</p> <p>Office Closing At 12:00pm</p>	<p>25</p>  <p>Merry Christmas!</p>	26
		<p>28</p>	<p>29</p>	<p>30</p>	<p>31</p> <p><i>New Year's Eve</i></p> 	<p>1</p>	<p>2</p>

See reverse side for class descriptions and details →

KWUKELLER WILLIAMS
UNIVERSITY

Descriptions, Details, and More...

*Unless otherwise noted, all classes are **FREE** and open to **ALL!***

KELLER
WILLIAMS
REALTY

Grow Your Profit Share

In 2008, employees, on average, lost 14 percent of their retirement savings.*

In 2008, Keller Williams associates received more than \$30 million in profit share.

December 9, 2009—2pm - 3pm



At Keller Williams Realty, we believe our associates should be treated like stakeholders, because we truly believe that together everyone achieves more. Out of this culture, the profit share system was developed. You can opt in to this phenomenal, unlimited opportunity – and in the process opt in to a program that could change your life!

Learn how through our powerful profit share education.

NEW Enhanced Camp 4:4:3

Nov. 30th, Dec. 1-4, 2009, 9:00am - 12:30pm

KW Palm Beach Central—2316 S. Dixie Hwy, WPB, FL 33401



CAMP 4:4:3 (4 Listings and 4 Sales in 3 Months) reveals the basic sales and customer service skills and activities, models and systems to take you from surviving to thriving in 90 days. You'll learn to get leads, service your customers and close the deal.

This is a smart choice for new and inexperienced agents but will also benefit more experienced agents wanting to kick-start their careers. This phenomenal course consists of 18 sessions of skills-based training, packed with tips and tactics for growing your business. It also includes a toolkit, full of job aids and sample client materials, as well as a book of scripts.

Objectives:

- *Uncover and implement the foundational Keller Williams Realty models for success.*
- *Begin your career with KW systems, tools and scripts.*
- *Learn foundational models for lead generation and working with buyers and sellers.*
- *Customize your lead generation, consultation and servicing materials to match your style, personality and strengths.*

Business Planning Clinic

December 11, 2009, 1:00pm - 5:00pm in the Market Center



One of the Millionaire Real Estate Agent (MREA) courses, this clinic focuses on the four key business models – Economic Model, Lead Generation Model, Budget Model and Organizational Model. The Business Planning Clinic is designed to help you and your team implement systems to set up your business for the next year. Learn how to focus your efforts on the key activities that will make a difference in growing it.

As with ALL KW education, we open it up to all agents in town just to make us all better Realtors.

Successful Selling Zone w/ DISC

KELLER CENTER

BAYLOR
UNIVERSITY

Thanks to a generous donation of \$5 million from Gary Keller, Founder and Chairman of Keller-Williams Realty International, Baylor University established The Keller Center in March of 2007. The Center focuses its studies on the factors that influence individual home buyers in their decisions, as well as marketing and management issues that are important to real estate agencies and small businesses.

“Does an agent's behavioral style influence performance?”

DECEMBER 7, 2009, 2:00pm - 3:30pm

What DISC behavioral characteristics best describe individuals who have an ability to sell? Who has the least confidence in their selling skills?

Join us on December 7, 2009 in the Market Center to find out what your strongest traits are and how to implement that into building your business.

Check out the latest Research Reports at

<http://www.baylor.edu/business/kellercenter/index.php?id=55564>

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