

Please register for courses you plan on attending by calling 416-445-8855

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| <p>OUR MISSION: To build careers worth having, businesses worth owning and lives worth living.</p> <p>OUR VISION: To understand our Agents goals so we can help them create wealth and, develop to the highest level in their professional and personal lives.</p> <p>BELIEF: Keller Williams believe that real estate is a local service business, driven by individual real estate agents, and their local image with their local centers of influence.</p> <p>FOR MORE INFORMATION on our Teaching, Coaching and Mentoring Programs contact:</p> <p>John Poole <i>Team Leader</i> Keller Williams Referred Realty Inc., Brokerage</p> <p>416-445-8855 x 101 jpoole@kwreferred.com</p> | <p>Growth Agent MONDAYS</p> | <p>Launch Agent TUESDAYS</p> | <p>Mega-Agent WEDNESDAYS</p> | <p>Launch Agent THURSDAYS</p> | <p>Free For All FRIDAYS</p> | <p><u>Keller Williams</u> <u>GUEST PASS</u></p> <p>The KWConnect Guest Pass is a sampling of our Keller Williams culture and training. These videos can be accessed without a subscription to KWConnect.</p> <p>Check out www.kwreferred.com to access the guest pass!</p> <p><u>DAILY TRAINING</u> <u>SESSIONS ARE</u> <u>FREE!</u></p> <p>For KW University Clinics and Courses, please visit www.kwreferred.com</p> <p>Keller Williams Referred Realty 156 Duncan Mill Rd. Unit #24 Toronto, ON M3B 3N2 (Across from OREA)</p> <p>Office: 416-445-8855 Fax: 416-445-4747</p> <p>Broker: Glenn McQueenie</p> |
| <p>Courses are subject to change. Please register by calling 416-445-8855.</p> <p>This will ensure that you are notified with class changes.</p> | | | | | | |
| | <p>5</p> <p>CAMP 4-4-3 Session 1: Path To Success 1-3pm Carlo Sconza</p> | <p>6</p> <p>Listing Presentation - Role Play 1-3pm Rob Roland</p> | <p>7</p> <p>CAMP 4-4-3 Session 2: Customer Service Selling 1-3pm Carlo Sconza</p> | <p>8</p> <p>TECH THURSDAYS Webforms - How To Systematize Your Listing & Offer Forms 1-3pm Steve Walker</p> | <p>9</p> <p>CAMP 4-4-3 Introduction & Setting Expectations 1-2:30pm John Poole</p> | |
| | <p>12</p> <p style="background-color: #c00000; color: white; padding: 10px; text-align: center;">HAPPY THANKSGIVING OFFICE CLOSED</p> | <p>13</p> <p>Listing Presentation - Role Play 1-3pm Jamie Purvis</p> | <p>14</p> <p>CAMP 4-4-3 Session 3: The Basics of Lead Generation 1-3pm Carlo Sconza</p> | <p>15</p> <p>TECH THURSDAYS 7 Things You Didn't Know About TorontoMLS 1-3pm Steve Walker/Jaime Wagg</p> | <p>16</p> <p>The Proven Best Scripts Ever Created 1-4pm Glenn McQueenie</p> | |
| | <p>19</p> <p>CAMP 4-4-3 Session 4: Lead Generation - Working Your Mets 1-3pm Carlo Sconza</p> | <p>20</p> <p>Listing Presentation - Role Play 1-3pm Balan Manian</p> | <p>21</p> <p>CAMP 4-4-3 Session 5: The Buyer Consultation: Initial Steps 1-3pm Gina Roman</p> | <p>22</p> <p>TECH THURSDAYS The New & Improved KW.com 10am-12pm Jaime Wagg</p> <p>ALC MEETING 1:30-3:30pm KWRR</p> | <p>23</p> <p>How To Grow Your Profit Share Tree 1-3pm John Poole & Jamie Purvis</p> | |
| | <p>26</p> <p>CAMP 4-4-3 Session 6: The Buyer Consultation 1-3pm Gina Roman</p> | <p>27</p> <p>Listing Presentation - Role Play 1-3pm Zan Molko</p> | <p>28</p> <p>CAMP 4-4-3 Session 7: The Buyer Consultation: Final Steps 1-3pm Gina Roman</p> | <p>29</p> <p>TECH THURSDAYS Making Your Real Web Solutions Site a Lead Generating Machine! 1-3pm Jason Gavadza</p> | <p>30</p> <p>How To Use Real Estate To Create Multiple Income Streams 1-4pm Glenn McQueenie</p> | |

** ALL OF OUR TRAINING IS OPEN TO ALL REALTORS – NO OBLIGATION! **