


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

	Growth Agent MONDAYS	Launch Agent TUESDAYS	Mega-Agent WEDNESDAYS	Launch Agent THURSDAYS	Free For All FRIDAYS	
<p><b>OUR MISSION:</b> To build careers worth having, businesses worth owning and lives worth living.</p> <p><b>OUR VISION:</b> 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><b>BELIEF:</b> 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><b>FOR MORE INFORMATION</b> on our Teaching, Coaching and Mentoring Programs contact:</p> <p><b>John Poole</b> <i>Team Leader</i> Keller Williams Referred Realty Inc., Brokerage</p> <p>416-445-8855 x 101 jpoole@kwreferred.com</p>	<p>2</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>The Buyer Presentation Accountability 1-3pm John Poole</p>	<p>3</p> <p>Listing Presentation - Role Play 1-3pm Gus Prokos</p>	<p>4</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 8: Finding A Home 1-3pm Gina Roman</p>	<p>5</p> <p style="color: red; font-weight: bold;">TECH THURSDAYS</p> <p>Making Sure Clients Can Find You on the Web - Updating All of Your Profiles 1-3pm Steve Walker</p>	<p>6</p> <p>How To Guarantee Yourself 24 Referrals A Year 10am-2pm Glenn McQueenie</p>	<p><b>Keller Williams GUEST PASS</b></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 <a href="http://www.kwreferred.com">www.kwreferred.com</a> to access the guest pass!</p> <p><b>DAILY TRAINING SESSIONS ARE FREE!</b></p> <p>For KW University Clinics and Courses, please visit <a href="http://www.kwreferred.com">www.kwreferred.com</a></p> <p><b>Keller Williams Referred Realty</b> 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>9</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 9: The Listing Consultation - Initial Steps 1-3pm Mike Machado</p>	<p>10</p> <p>Buyer Presentation - Role Play 1-3pm Helen Mason</p>	<p>11</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 10: The Listing Consultation 1-3pm Mike Machado</p>	<p>12</p> <p style="color: red; font-weight: bold;">TECH THURSDAYS</p> <p>Saving Time and Making Money with Top Producer 1-3pm Jason Gavadza</p>	<p>13</p> <p style="color: green; font-weight: bold;">How To Grow Your Profit Share Tree</p> <p>1-3pm John Poole &amp; Jamie Purvis</p>	
	<p>16</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 11: The Listing Consultation - Handling Objections 1-3pm Mike Machado</p>	<p>17</p> <p style="color: red; font-weight: bold;">TECH TUESDAY</p> <p>KW Connect - A Wealth of Knowledge 1-3pm Jaime Wagg</p>	<p>18</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>The Listing Presentation Accountability 1-3pm John Poole</p>	<p>19</p> <div style="border: 2px dashed black; padding: 10px;"> <p style="color: red; font-weight: bold; font-size: 1.2em;">BUSINESS PLANNING CLINIC</p> <p>with Mike Brodie</p> <p>Paramount Conference Centre (8am-5pm)</p> <p>Register at <a href="http://www.millionairesystems.ca">www.millionairesystems.ca</a></p>  </div>		
	<p>23</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 12: Selling A Home 1-3pm Mike Machado</p>	<p>24</p> <p>Shocking Electrical Facts About A Home That You NEED To Know! 1-3pm Rob Frasson</p>	<p>25</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 13: Open Houses 1-3pm Florence Bortoluzzi</p>	<p>26</p> <p style="color: red; font-weight: bold;">TECH THURSDAYS</p> <p>Webforms - How To Systematize Your Listings &amp; Offers 10am-12pm Steve Walker</p> <p style="color: red; font-weight: bold;">ALC MEETING</p> <p>1:30-3:30pm KWRR</p>	<p>27</p> <p style="color: green; font-weight: bold;">How To Grow Your Profit Share Tree</p> <p>1-3pm John Poole &amp; Jamie Purvis</p>	
	<p>30</p> <p style="color: blue; font-weight: bold;">CAMP 4-4-3</p> <p>Session 14: For Sale By Owners 1-3pm Trevor Rodrigues</p>	<p style="color: blue; font-weight: bold; font-size: 1.2em;">Courses are subject to change.</p> <p style="color: blue; font-weight: bold; font-size: 1.2em;">Please register by calling 416-445-8855.</p> <p style="color: blue; font-weight: bold; font-size: 1.2em;">This will ensure that you are notified with any class changes.</p>				

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