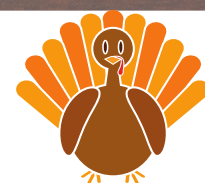


NOVEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 10:0am 8 Pillars of Wellness: Occupational Well Being	2
3	4 10:00am Mortgage Monday w/ Greg Fazio	5 9:30am Recon Roleplay 10am Dial for Dollars: Mastering Lead Gen & Sphere Calls 11am Mike Dell Elba ALC Office Hour 1pm Mastering Matterport with George: Unlock the Power of 3D Digital Twins 1:30pm Mastermind for Success: Building Your Real Estate Journey! 2:30pm Team Talk 6:30pm Ignite 2.0 After Dark	6 12pm ALC MEETING 12pm Best Practices to Help Win Listings 12:30pm Maximize Your KW Tech Toolbelt w/ RTT Ashley Coppola 2pm Wealth Building Wednesday	7 12pm Command & Docusign w/ Heather 3:30pm 4 Critical Questions to Find the Motivated Now	8 10:0am 8 Pillars of Wellness: Financial Well Being 11:30am Power Sales Training	9
10	11 VETERANS DAY HONORING ALL WHO SERVED	12 9:30am Recon Roleplay 10am Dial for Dollars: Mastering Lead Gen & Sphere Calls 11am Leigh Anne Walker ALC Office Hour 11am Using InfoSparks to Understand GSMLS Housing Market 12pm Movement Mortgage- w/ Jordan from Xactus 1pm TEAM MEETING 2:00pm Embrace Home Loans Deep Dive 3pm Understanding the KPA 6:30pm Ignite 2.0 After Dark	13 11am Build a 100k Pipeline in 90 Days 12:30pm Contracts & CMA's w/ Bob Dell Elba 1pm Consultative Selling in a Competitive Market 2pm KW Luxury Mastermind	14 11am Build a 100k Pipeline in 90 Days 1pm KWC Exclusive Listings on Command w/ Katie Jo	15	16
17	18 10am Capper Breakfast & Mastermind	19 9:30am Recon Roleplay 10am Dial for Dollars: Mastering Lead Gen & Sphere Calls 1pm The Art of Making and Receiving Offers w/ Lance Dunn 2:30pm Team Talk 3pm Your Command Agent Site 6:30pm Ignite 2.0 After Dark	20 11am Greg Eisenhart ALC Office Hour 12:30pm 0 to Capper in 12 Months w/ RTT Ashley Coppola 1pm Grow Your Profit Share w/ The McKissacks	21 3:30pm Top 20% Mastermind 4pm The ONE Thing Webinar	22 11:30am Power Sales Training 12pm KWC Potluck	23
24	25 10am Command & Docusign w/ Heather	26 9:30am Recon Roleplay 10am Dial for Dollars: Mastering Lead Gen & Sphere Calls 1pm Broker Squawk Box w/ Teresa 2:30pm Team Talk 3pm Be an Expert: Your Command Agent Site 6:30pm Ignite 2.0 After Dark	27 10:30am Wellness Wednesday 12:30pm Contracts & CMA's w/ Bob Dell Elba 12:30pm Real Estate in a Digital Era	28 OFFICE CLOSED	29 OFFICE CLOSED	



Where Entrepreneurs Thrive



Let's hear it for our
AFFILIATES



**Keystone Premier
SETTLEMENT SERVICES**

An Affiliate of Title Alliance, Ltd.
An ESOP Company

**ONE SOURCE
CENTRAL SERVICES**



MOVEMENTMORTGAGE



**HOME FRONT
MORTGAGE**

**embrace
home loans**



American Home Shield

**AMERICA'S
PREFERRED**
Home Warranty, Inc.



Where Entrepreneurs Thrive

**November 12th
@1:00pm
Team Meeting**

Mastering Matterport with George Tsakanias

Tuesday, November 5th @1:00pm
in KWC Training Room & Via ZOOM

Join us for an insightful session where we'll dive into the essentials of our Photography & Matterport services.

You'll learn how to easily order and schedule online, along with best practices for both agents and sellers to get the most out of these tools.

Plus, as an added bonus, a local photographer will be on-site to answer any of your burning questions! Don't miss out on this valuable opportunity!

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Command & Docusign

Thursday, November 7th @12:00pm
Monday, November 25th @10:00am
KWC Training Room

Heather Sarkisian
Market Center Operations Manager

Lesson Plan

Introduction:
I have transitioned from a career in teaching to a leadership role in Real Estate, where I focus on utilizing technology to enhance daily operations. I specialize in helping you create your opportunities and commission tab in Command to streamline your real estate transactions. My goal is to build lasting relationships by being a supportive resource in the daily operations of the market center. In addition to providing individual assistance, I will conduct monthly training sessions for agents on how to effectively use the Command database to manage opportunities and commission tabs.

Objective:
To assist in coordinating the commission preparation through Command by creating an opportunity and commission tab to track everything involved with the transaction and ensure timely payment.

Benefits:
Using DocuSign and Command together offers several benefits for real estate agents including streamlined document management, enhanced compliance, accessibility and convenience, and integration with other tools!

kw KELLER WILLIAMS REAL ESTATE Clinton
120 West Main Street, Clinton, NJ 08803
908-751-7750
frontdesk992@kw.com

THE ART OF MAKING AND RECEIVING OFFERS

Tuesday, November 19th @1:00pm
in KWC Training Room

We will take a deep dive into best practices, negotiating strategies, and the mechanics of crafting winning offers for your clients that have the highest chance of success. We'll also go over how to vet offers when you're on the listing side to ensure that your seller is accepting only the highest qualified buyer's offer with the best chance of getting to a successful closing.

WITH LANCE DUNN

kw KELLER WILLIAMS REAL ESTATE Clinton

MASTERMIND FOR SUCCESS: BUILDING YOUR REAL ESTATE JOURNEY!

TUESDAY, NOVEMBER 5TH @1:30PM
IN KWC TRAINING ROOM & VIA ZOOM

WE'RE HERE TO HELP YOU TAKE YOUR BUSINESS TO THE NEXT LEVEL! WHETHER YOU'RE LOOKING FOR A FRESH START OR NEED A LITTLE MOMENTUM TO GET THINGS ROLLING, JOIN US FOR A MASTERMIND TO STRENGTHEN YOUR SKILLS, REIGNITE YOUR PASSION, AND GET YOU ON THE PATH TO SUCCESS.

"Success is actually a short race—a sprint fueled by discipline just long enough for habit to kick in and take over." Gary Keller