Welcome

KELLERWILLIAMS®
REALTY PHOENIX

NOVEMBER TEAM MEETING // 2015

Our Lunch Sponsor

Fidelity
National
Home Warranty

Thank you

Our Preferred Partners

- Fidelity National Title
- Fidelity National Home Warranty
- HomeStreet Home Loans // Bookspan Baker Team
- Liberty Inspections
- NOVA Home Loans // The Gale Team
- Old Republic Home Protection

Thank You

Car Wash

GREEN AND CLEAN

Sign Up With Kristina

WELCOME

OUR NEW ASSOCIATES

Su-Foun Liu

Samuel Heinemann

David Roeske

Richelle Johnson

Mary Groff

Bailey Dale-Strawn

Ellen Kim

Tim Bradtke

Steve Pyper

Richard Diedrick

Justin Levine

Sam Servin

A Look At The Numbers

Agent Count

A Look At The Numbers

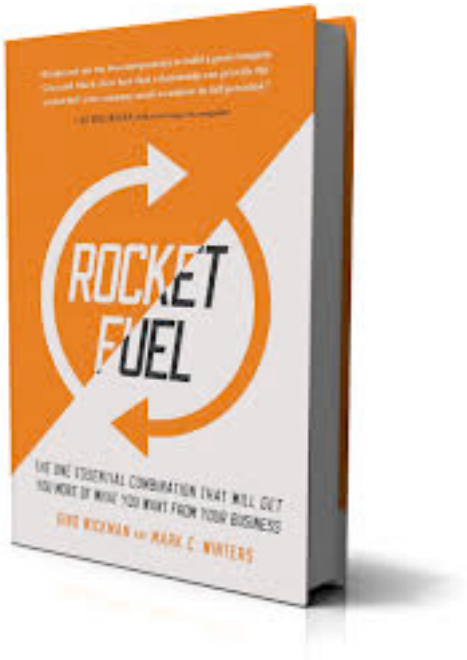
Agent Count

215

Coaching: Mastermind

Brett Tanner Mastermind (Invite Only)

Tuesday November 17th 2 – 4 PM



DOUBLE YOUR REFERRALS
WITH CUSTOMER EXPERIENCE

Develop the mindset, systems and communication patterns for a more profitable, enjoyable business

PETER CHABRIS

Tuesday December 1, 2015
9AM - Noon

kwMAPS COACHING

REGISTRATION

Register at phxkw.com/events

HIGHLIGHTS

- Gary Keller top 100 panel member
- Closed over 47 million volume in 2014
- Projected to close over 55 million in 2015
- Keller Williams International Approved Trainer
- #1 sales team in Cincinnati/Ohio Valley Region
- Real estate sales coach for over 6 years

LOCATION

CrossFit 480
15855 N. Greenway Hayden Loop
Scottsdale, AZ

Bringing The Online Offline

WITH LISA ARCHER

Tuesday December 15

Erik Kelly Presents

GPS With A 4-1-1 Twist

Leveraging the GPS and 4-1-1 to maximize your productivity and achieve your goal through focus .

There will be in-class examples as to how we can do that and obtain the best business we can!

November 16 // 2PM – 4PM

Office News

Coat Drive

Have an extra coat in your closet?

Donate Nov 23 – Dec 30

See Arnold Bedak to donate

ONE WARM COAT®

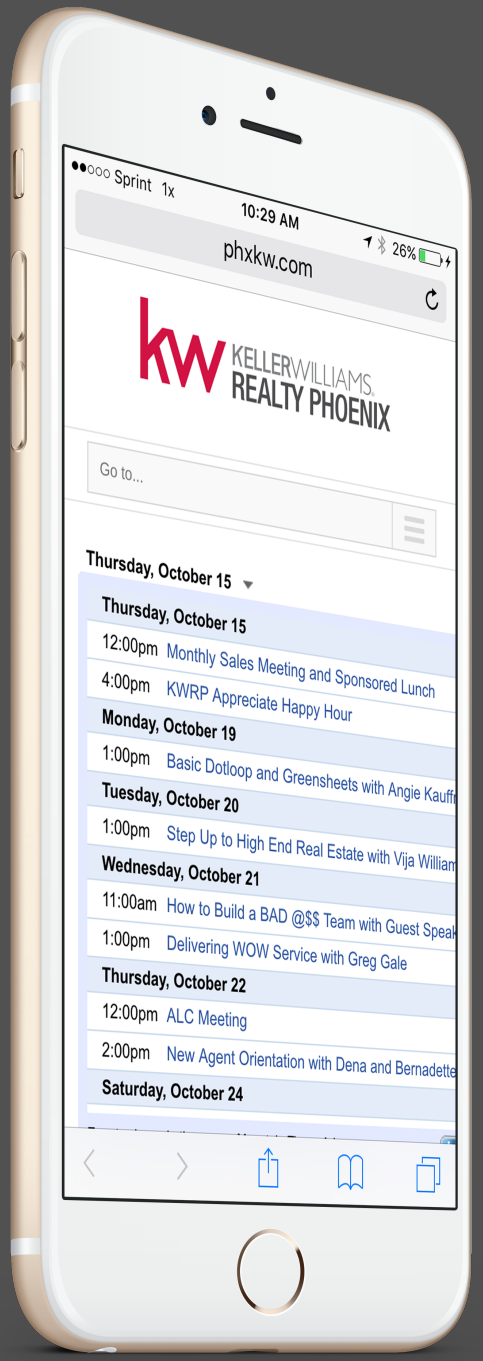
MATCHMAKER
HOME CONSULTANTS

Be in the know . . .

PHXKW.COM/AGENDA

Add icon to Home Screen for daily training opportunities

Agenda



Jingle & Mingle

2015 HOLIDAY PARTY

THE WATERSHED

IN TEMPE

APPETIZERS AND COCKTAILS

RSVP PLUS 1

GO TO PHXKW.COM/EVENTS to register.
Please let us know if you're bringing a guest.

DECEMBER 4TH 6:30PM

Marketing: Tip of the month

SCOOP.IT

- Best website for curation of web content
- Can be used for blog
- Can be used for newsletters

Matt's Stats

Recognitions

Homeruns

Written Volume

Closed Volume

Homeruns

1 listing taken, 1 contract written, and 1 contract closed in 1 month

Adam Lee

Amy Pradetto

Angela Larson

Ben Arredondo

Brett Tanner

Brian Gubernick

Bryan Vasquez

Carin Nguyen

Carlie Goulet

Chaz Fertal

Cynthia Mincolla

Doug Hawkins

Elissa Nago

Emily Duarte

Erik Kelly

Felix Corral

Fred Weaver

Geoffrey Jablonski

Jose Torres

Kevin Craig

Kevin Kauffman

Kimberly Wang

Krystal McCormick

Matt Manoogian

Matthew Rogers

Richard Pacella

Serena Jones

Steve Castle

Ty Lusk

Wesley Ballew

Written Volume: 500k>

OCT 2015

Brett Tanner Team

LUX Home Group

Group 46:10

Carin Nguyen Team

Jablonski Real Estate Group

Carlie Back Team

S4 Group

Adam Lee Team

Homehelper Consultants

Castle Group

Real Estate Rock Stars

Manoogian Group

Torres Real Estate Group

Alex and Matt

Erik Kelly Group

Serena Jones

Angela Larson

Andrew Werner

Dan Nguyen

Ben Arredondo

Bryan Vasquez

Written Volume: Top 5 Agents

OCT 2015

Serena Jones	$ 1,513,000
Angela Larson	$ 1,086,795
Andrew Werner	$ 983,000
Dan Nguyen	$ 737,500
Ben Arredondo	$ 545,332

Written Volume: Top 5 Teams

OCT 2015

Brett Tanner Team	$ 6,962,835
LUX Home Group	$ 3,321,800
Group 46:10	$ 2,789,650
Carin Nguyen Team	$ 2,720,490
Jablonski Real Estate Group	$ 2,127,500

Closed Volume: 500k>

OCT 2015

Brett Tanner Team

Group 46:10

Carin Nguyen Team

S4 Group

Homehelper Consultants

Carlie Back Team

LUX Home Group

High Note Real Estate Group

The Castle Group

Daniela Virani Premier

Jablonski Real Estate Group

Alex and Matt

Brenton Real Estate Group

Manoogian Group

Torres Real Estate Group

Erik Kelly Group

Adam Lee Team

Angela Larson

Serena Jones

Ben Arrendondo

Dan Nguyen

Bryan Vasquez

Darrell Lund

Closed Volume: Top 5 Agents

OCT 2015

Angela Larson	$ 1,147,295
Serena Jones	$ 1,064,000
Ben Arrendondo	$ 911,332
Dan Nguyen	$ 737,500
Bryan Vasquez	$ 669,500

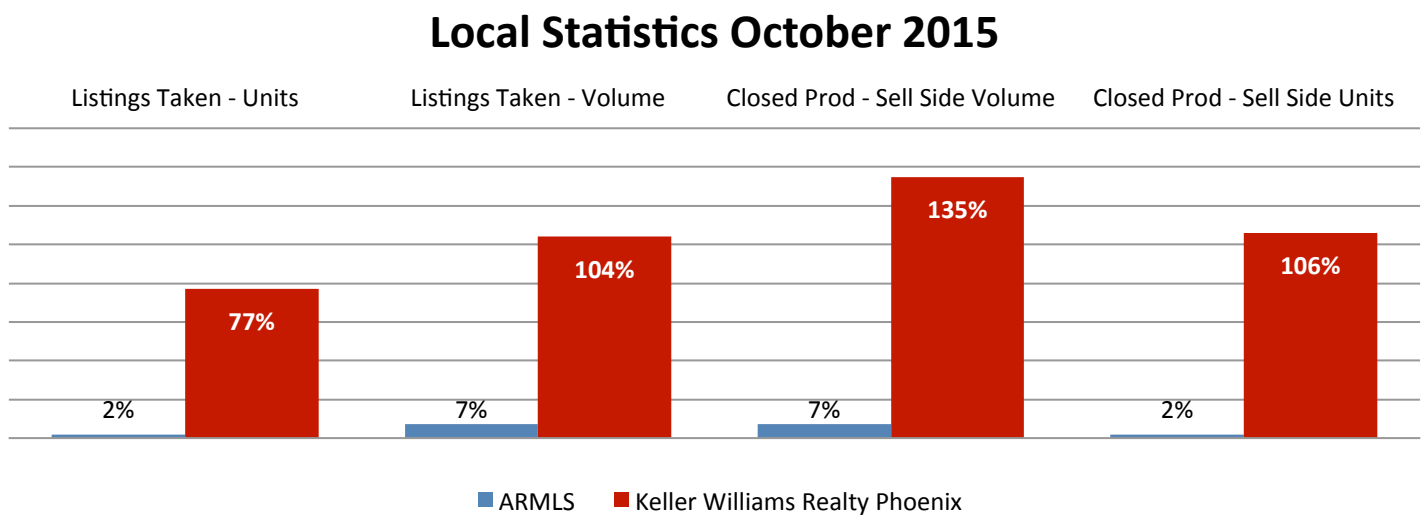
Closed Volume: Top 5 Teams

OCT 2015

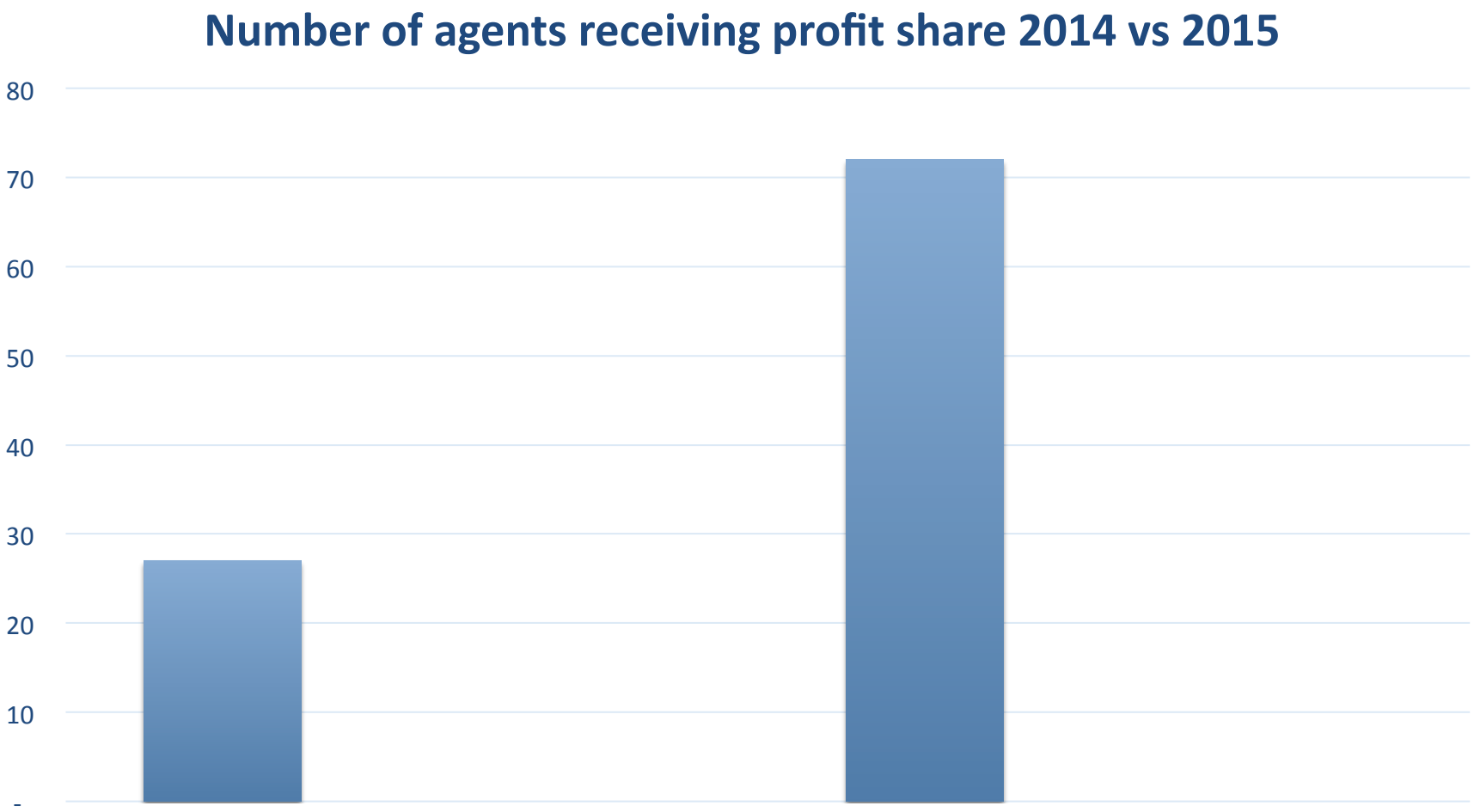
Brett Tanner Team	$ 8,039,414
Group 46:10	$ 3,571,640
Carin Nguyen Team	$ 2,763,490
S4 Group	$ 2,337,900
Homehelper Consultants	$ 2,025,500

Year Over Year: Oct 14 – Oct 15

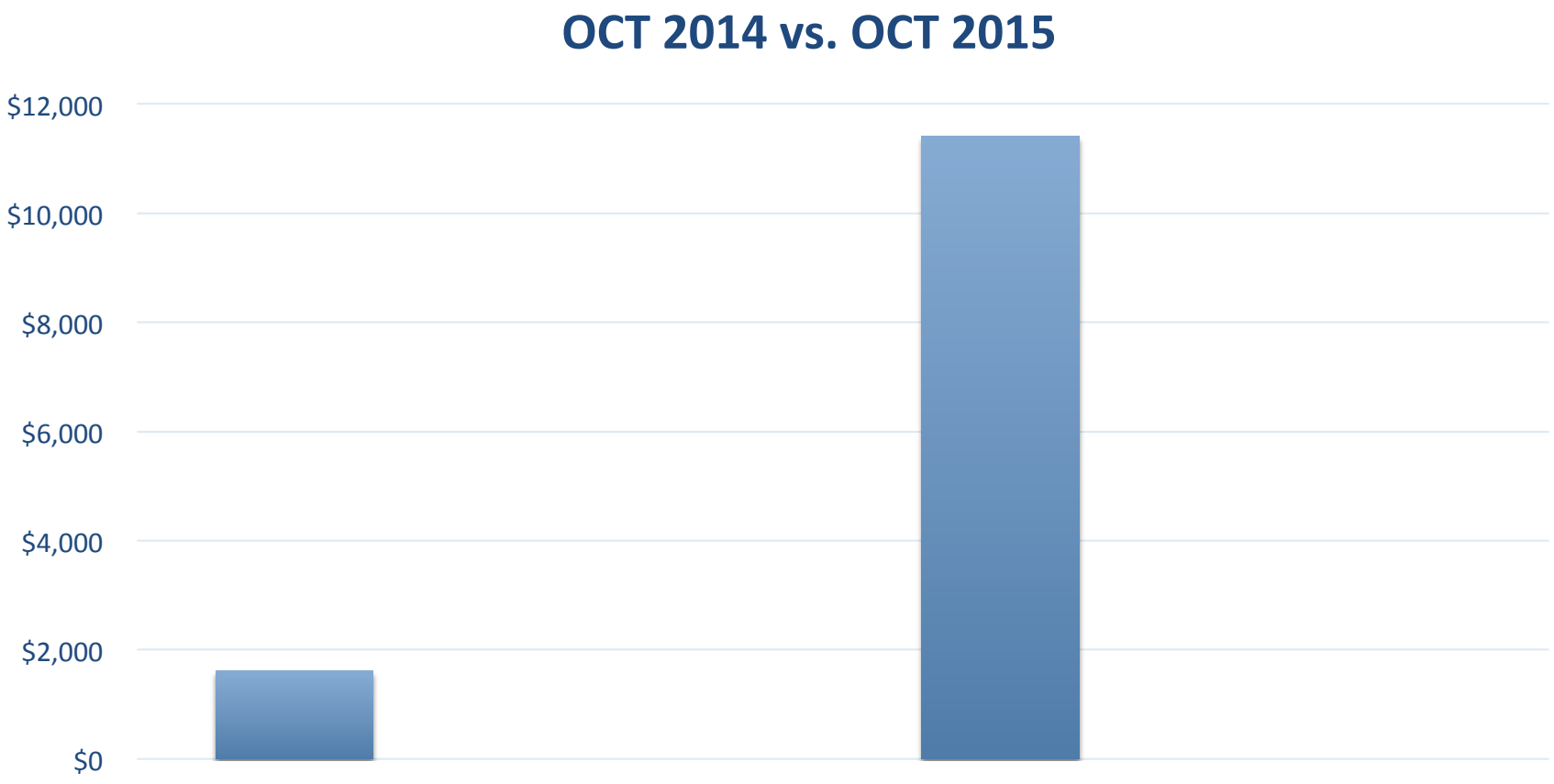
Category	ARMLS	Keller Williams Realty Phoenix
Listings Taken - Units	2%	77%
Listings Taken - Volume	7%	104%
Closed Prod - Sell Side Volume	7%	135%
Closed Prod - Sell Side Units	2%	106%



October Profit Per Agent: Up 169%



Profit Share: Up 607%



Spirit Award

Mark Steves Spirit Award