

| Mon  | Tue  | Wed  | Thu   | Fri   |
|--|--|--|---|---|
| 3  | 4  | 5  | Assistant Mastermind 2-3pm 6  | 7   |
| <b><u>Ignite #8 Find and Show Homes</u></b><br>Karen Cayer<br>1-3:30pm             | <b><u>KW Orientation</u></b><br>Kendra Baines<br>1-2:30pm  | <b><u>Ignite #9 Make and Receive Offers</u></b><br>Anne Scharf<br>1:30-4pm   | <b><u>BOLD!</u></b><br><b>8:30-3:30PM</b><br><b>KWIR Training Rm</b><br><b>Bill Hobbs</b>               | <b><u>Dotloop Training</u></b><br>Lindsey Eales<br>1-2:30pm   |
| 10   | 11   | 12   | 13  | 14  |
| <b><u>Ignite #10 Negotiate the Deal</u></b><br>Wendy Bell<br>1-3:30pm              | <b><u>KW eEdge Training</u></b><br>Kendra Baines<br>1-2:30pm   | <b><u>Ignite #11 Close the Deal</u></b><br>Jean Richer<br>1-3:30pm   | <b><u>Helping Clients invest using a Refinance</u></b><br>Kyle Miller<br>1-2pm<br><i>Lunch provided</i> | <b><u>LUNCH AND LEARN</u></b><br><b><u>Gifting your clients as an Incentive</u></b><br>Marty Knight<br>12-1pm |
| 17   | 18   | 19   | 20  | 21  |
| <b><u>Ignite #12 Ignition Blast Off</u></b><br>Sherry Laporte<br>1-3:30pm          | <b><u>KWRI Tech Roadshow</u></b><br>Presenter Gilles Pourde<br>9-11:30am (KW agents)<br>1:30-3:30pm (Recruits) | <b>Office Christmas Potluck</b><br><b>11-2pm</b><br>   |   |                           |
| 24   | 25   | 26   | 27  |   |
|  | <b>Merry Christmas</b>   |  |                    |   |
| 31   |  |  |   |   |
|  | <b>KW FAMILY CHRISTMAS PARTY!</b><br>Sunday, December 16<br>2-4pm<br>KW Training Room                          | <b>KW Christmas Party!</b><br>Infinity Center<br>December 15<br>Social Hour 6pm<br>Dinner 7pm<br> |                    |   |

# IGNITE

SKILLS TO SPARK A GREAT CAREER



**Session #1 – Ignite Your Business –**  
Build a Career Worth Having, a Business Worth Owning, a Life Worth Living, Experiences Worth Giving & Legacies Worth Leaving. **Sherry Laporte** November 5



**Session #7 – Find and Win Buyers –**  
Converting Buyer Leads to Signed Buyer Agreements. **Wendy Bell** November 28



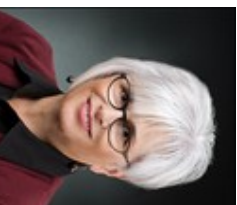
**Session #2 – Build Your Business –**  
The Size of Your Database will determine the Size of Your Bank Account. **Stephanie McLeod** November 7



**Session #8 – Find and Show Homes –**  
Making Your Buyer's Dream a Reality. **Karen Cayer** December 3



**Session #3 – Find Your Business –** Prospecting is the Cornerstone of Lead Generation. **Christal Cameron** November 12



**Session #9 – Make and Receive Offers –** Aim for Offers That Win. **Anne Scharf** December 5



**Session #4 – Win the Seller –** Practiced Listing Presentations lead to Signed Listing Agreements. **Frances Ebbrell**, November 19



**Session #10 – Negotiate the Deal –**  
Find Common Ground for Win-Win Agreements. **Kathy Walker** December 10



**Session #5 – Price to Sell with Your CMA –** The Competitive Skill of Pricing – with a practice CMA. **Sherry Laporte**, November 21



**Session #11 – Close the Deal –**  
Conclude a Successful Transaction – Secure a Client for Life! **Jean Richer** December 12



**Session #6 – Sell your Listings –** For Sale Signs Don't Pay the Bills, Sold Signs Do! **Richelle West** November 26



**Session #12 – Ignition – Blast Off! –**  
Powerful Habits to Reach and Exceed our Business Goals. **Sherry Laporte** December 17

Units 5&6, 2148 Carling Ave.  
Ottawa, ON K2A 1H1

**KW** INTEGRITY  
REALTY  
**KELLER WILLIAMS®**  
Brokerage, Independently Owned And Operated

Reception 613-829-1818  
Please Register with Reception



# KW FAMILY CHRISTMAS PARTY

Sunday December 16th, 2018  
2:00PM - 4:00PM  
KW TRAINING ROOM

\$10 per child

RSVP with KWIR Reception  
by December 2nd, 2018

**GINGERBREAD DECORATING, HOLIDAY SING-ALONG,  
VISIT FROM SANTA AND SO MUCH MORE!**

Each child will get to bring home their very own,  
personally decorated gingerbread house!



# Keller Williams Integrity Christmas Party!



*Another Season is upon us. Come join with us to celebrate!*



Infinity Center, 2901 Gibford Drive, Gloucester

Happy Hour 6pm, Dinner 7pm

\$25/Person \$40/Couple

Registration with Reception

Saturday, December 15

