

IF YOU DON'T KNOW NOW YOU KNOW



KW UTAH WINS BEST OF STATE 2ND YEAR IN A ROW

SALT LAKE CITY, UTAH

Keller Williams Realty – Utah was selected as the Best of State winner in Real Estate Services for 2019 & will be honored on June 12th at the awards gala in Salt Lake City. Best of State recognizes outstanding individuals, organizations and businesses in Utah for achievement in their field of endeavor, innovation or creativity in approaches, techniques, methods, or processes, and contribution to the quality of life in Utah.

The real estate industry is changing faster than ever before and Keller Williams Realty is at the forefront of this change. The company is reaching new heights through innovation, disruption and an uncompromising commitment to the agent and the consumers they represent.

We are honored to be in business with such exceptional professionals! Our agents are the embodiment of our company mission; to build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.

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IF YOU DON'T KNOW NOW YOU KNOW LEADERSHIP MOMENT



EMILY LOWRY, TEAM LEADER/CEO

I had the incredible opportunity to attend the KW Spring Masterminds in Florida last week and wanted to share a little about my experience with you.

Not originally planning to attend, I was surprised when a couple of weeks prior I was asked to be on the main stage for the Leadership panel, so obviously I changed my plans! The topic was attracting talent to our market center, which was an easy thing for me to talk about! As I shared with the group at masterminds, I believe the greatest asset we have as an office is the talent group we have. Agents are attracted to being around the talent we currently have here. We strive to have valuable experiences for all of our agents, regardless of where they are in their personal and professional progression, however, I truly believe the interactions that are most valuable are those in being inspired by and learning and growing from your peers. So, thanks to YOU for creating this culture we have here at KWSV. The other invaluable component is the incredible support staff we have. I can tell you these people, Rich Summers, Amy McMullen, Eden Wardle, Kimber Walton, Teri Scheithauer, Karli Lowry, Michele Kasten and now Rochelle Huggett (welcome to the team!), and myself included, CARE about you, WORRY about you when you struggle, CELEBRATE your wins with you, STRIVE to give you what you need for your ultimate success for you and your family. This care goes much beyond the 9-5 schedule. I am so appreciate of the talent level we have around us!

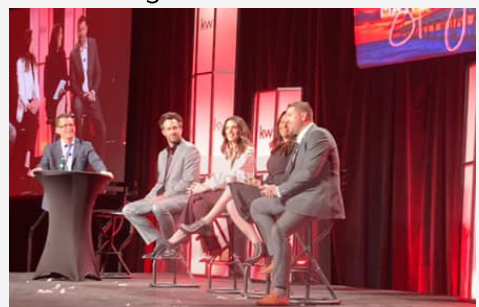
I was also fortunate to attend a special mastermind group with Diana Kokoszka. It was unplugged and raw and super impactful for me. I would say the biggest take away was in a exercise Diana had us do about focusing on our strengths. She has a running list of 100 things she wants to accomplish in her life. She revises this list yearly, whereas she checks things off the list, and then reviews the list monthly to make sure and keep it on the top of her list. This may not seem out of the ordinary, except the difference is before she writes her list of talents and strengths first. The focus on her talents determines her list of what she wants to accomplish in this world. She uses it as a road map for the next steps she takes. This is something I am working on myself and encourage you to do the same! I'd love to see your list and have you share with me what your strengths and talents are!

The Keller Williams Mission Statement is:

To build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.

I would like to emphasis the "Legacies worth leaving". We all have an opportunity to leave a legacy to those we care about and continue to be an influence in the world for good. I am blessed to be a partner in your success!

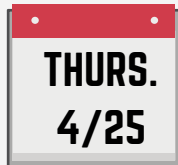
Sincerely, Em



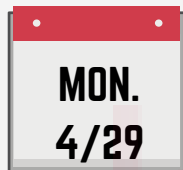
IF YOU DON'T KNOW NOW YOU KNOW

ON THE SCHEDULE

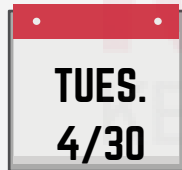
4020 W DAYBREAK PARKWAY



LEVEL UP SERIES
WEEK 2 INSTRUCTOR:
SCOTT HARDEY
1-2:30PM



MREA BOOK CLUB W/ EMILY HAYES
EVERY MONDAY 9AM-10AM



PREFERRED VENDOR FAIR
LUNCH AND RAFFLE PRIZES
11AM-12PM



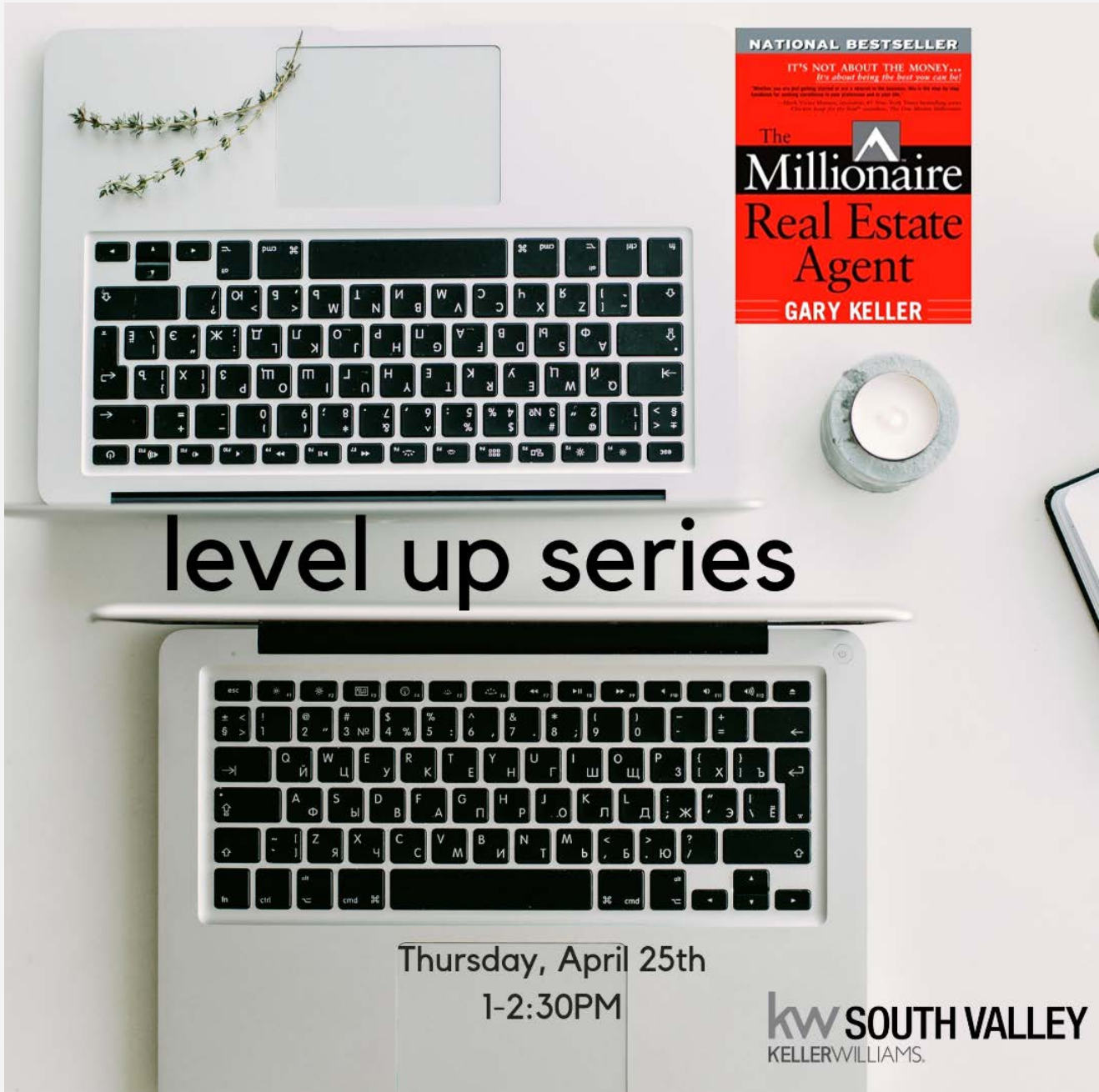
RED DAY:
THIS YEAR IT'S RED WEEK!
LOOK OUT FOR INFORMATION THIS WEEK TO
SIGN UP FOR A VOLUNTEER WINDWO
WE ARE RENOVATING THE HOME OF SOMEONE
IN NEED

APRIL 2019 EDITION

IF YOU DON'T KNOW NOW YOU KNOW

LEVEL UP SERIES

THE MILLIONAIRE REAL ESTATE AGENT



kw SOUTH VALLEY
KELLERWILLIAMS.

7-week series taught every Thursday
1-2:30PM

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MARCH PRODUCTION AWARDS

Introducing the
K-DUB AWARDS

March 2019

TOP LISTINGS

1. Tamera Delaney 5 Units -\$1.6 million
2. Annie Cannon 4 Units -\$2.3 million
3. Jeff Eaves 3 Units -\$1 million
4. Tyler Demars 3 Units - 944K

CAPPERS

Paul Christensen
Bobby Wolf
Kevin Moss
John McOmie
Andrew Kent
Klair Gunn
Jeff Eaves
David Earnhardt

TOP WRITTEN

1. Kevin Moss 11 Units-\$3.3 million
2. Lacy Stevens 11 Units-\$3.1 million
3. Scott Hardey 10 Units-\$3.7 million
4. Jeff Eaves 9.5 Units-\$3.8 mill
5. Tyler Demars 8 Units-\$2.9 million
6. Jenn Bain 6 Units-\$2.2 million
7. Trent Bright 5 Units-\$11.7 million
8. Annie Cannon 5 Units-\$2.8 million
9. Tamera Delaney 5 Units-\$1.6 million
10. Lory Erickson 5 Units - \$1.5 million
11. Emily Hayes 5 Units - \$1.6 million
12. Kroger Menzer 5 Units - \$1.5 million
13. David Earnhardt 4 Units - \$2.1 million
14. Tami Loscher 4 Units - \$1.2 million
15. Thomas Vogel 4 Units - \$1.2 million
16. Paul Christensen 3 Units - \$825 K
17. Sean Caldwell 3 Units - \$470 K
18. Lisa Gonzalez 3 Units - \$425 K
19. Ryan Pool 3 Units - \$565 K

TOP CLOSED

1. Kevin Moss 7 Units-\$1.8 million
2. Lacy Stevens 7 Units-\$1.7 million
3. Scott Hardey 5 Units-\$1.7 million
4. Kroger Menzer 5 Units-\$1.1 million
5. Jeff Eaves 4.5 Units-\$1.7 million
6. Trent Bright 4 Units-\$8.8 million
7. David Earnhardt 3 Units-\$1.2 million
8. Tami Loscher 3 Units-\$1.2 million
9. Scott Murray 3 Units-\$1 million

CRIMSON CLUB

Individual-Kevin Moss 18 Units-\$5.1 million
Team- Buttars 8 Units-\$1.7 million
Group-Bowen Adams 54.5 Units-\$18.7 mill

Congratulations From Your Staff... **WE ARE PROUD TO BE IN BUSINESS WITH YOU!**

kw SOUTH VALLEY
KELLERWILLIAMS.

South Valley
4020 W Daybreak Parkway #210
South Jordan, UT 84009

IF YOU DON'T KNOW NOW YOU KNOW AGENT SPOTLIGHT



10 QUESTIONS FOR ERIN DAWSON-FERACO

MARCH'S CULTURAL ICON

1. How long have you been in the real estate industry?

I've been in the Real Estate business for 2 months (with 2 deals and lots of leads)

2. What industry did you come from before that?

I sold insurance, timeshare and caskets.

3. Where are you from?

I grew up in a small town outside Sacramento called Rio Linda.

4. What is your passion outside of work?

I love to cook and spend time with my husband and pups.

5. What is your favorite movie?

My two favorite movies are Bridges of Madison County and Sex and the City.

6. What books or magazines are on your nightstand?

The only books on my nightstand now are MREA and The One Thing.

7. What kind of music and which artists do you listen to the most?

Bruce Springsteen and anything country or from the 80's.

8. If you could have a superpower what would it be?

To be invisible.

9. What is something you would like to achieve in the next year?

I would love to be "Rookie Of The Year"

10. What is advice you would tell your younger self?

Get into real estate at 18- you will rock it!

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LENDER MOMENT

TONY FARIAS, LOAN OFFICER

Renting vs **BUYING**

Are you throwing your
money away
because you *think*
renting is cheaper?

citywide
home loans



The US
average rent price
increases every year
by **3.12%***

*Source: deptofnumbers.com/rent/us

You're paying someone else's mortgage.....

Make it Your Own



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Loan Officer

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