

IF YOU DON'T KNOW NOW YOU KNOW



"Keller Williams has always been a pioneering company focused on growth, innovation and culture. I am as committed as ever to positioning Keller Williams to lead the real estate industry into the future."

- Gary Keller, Co-Founder, Chairman and CEO

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KELLER WILLIAMS DOMINATES THE REAL TRENDS 500

AUSTIN, TEXAS

Keller Williams, once again, has the most top producing brokerages on the REAL Trends 500, according to the annual ranking and reporting published by REAL Trends, Inc.

Ranked by transaction sides, 174 Keller Williams brokerages appeared on the REAL Trends 500, representing 34.8 percent of the top 500 brokerages for 2018. The company significantly outpaced all other single real estate brands in terms of numbers of top-performing brokerages ranked.

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COMMAND-A SOLUTION TO REAL ESTATE'S PROBLEMS

OUTFRONT MAGAZINE

PROBLEM

Rising technology costs: Rising tech costs make it challenging to build a scalable, profitable real estate business.

SOLUTION

Command – and all KW technologies – are provided to associates at no additional cost.

PROBLEM

Improperly organized information: From listings to market data, real estate information is organized by ZIP code or arbitrary boundaries. The issue is, people search for real estate by neighborhoods.

SOLUTION

Information in Command is organized organically by neighborhood. This allows agents to zero in on the communities they serve, providing information that their clients want so they can own the conversation.

PROBLEM

Inefficient conversion: Traditional real estate technology is limited in how it uncovers potential clients in different stages of the real estate journey, leaving agents guessing who to contact and when.

SOLUTION

Command identifies and prioritizes contacts within an agent's database, so they can master follow-up and convert at a high level.

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BROKER MOMENT

RICH SUMMERS, PRINCIPAL BROKER



Agents,

Chances are you aren't using the "time clause" addendum properly-let's find out.

A "Time Clause" allows the seller to still market a property because the buyer has a condition that must be met prior to purchasing the home. The addendum lists four conditions: Due Diligence, Financing & Appraisal, Subject to the Sale of Buyer's Residence, and Other.

In almost every case where the time clause is used, the agent will use this addendum for the "subject to the sale of buyer's residence condition."

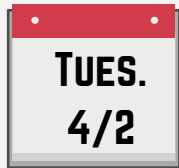
**IF YOU USE THE TIME CLAUSE.
ALWAYS MARK EVERY CONDITION
WHEN YOU REPRESENT THE SELLER!**
This way if the buyer does decide to proceed, the earnest money is immediately non-refundable to the Buyer.

Please protect your sellers!
My best, Rich

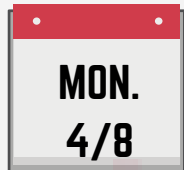
IF YOU DON'T KNOW NOW YOU KNOW

ON THE SCHEDULE

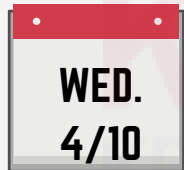
4020 W DAYBREAK PARKWAY



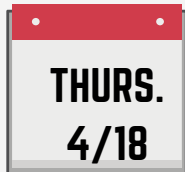
THE BEST APPS FOR REAL ESTATE
W/ RICH SUMMERS
11AM-12PM



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



GOOGLE FOR BUSINESS
2HR.CE W/ SHANTEL REITZ
10AM-12PM



LEVEL UP SERIES:
LEARNING THE LEVELS OF THE MREA
EVERY THURSDAY 1PM-2:30PM

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FEBRUARY PRODUCTION AWARDS

Introducing the **K-DUB AWARDS**

February 2019

TOP LISTINGS

1. Scott Hardey 5 Units-\$2 million
2. Ryan Pool 5 Units-\$1.2 million
3. Tyler Demars 3 Units-\$1 million

TOP WRITTEN

1. Ryan Pool 8 Units-\$2.2 million
2. Lacy Stevens 8 Units-\$2.6 million
3. Scott Murray 7 Units-2 million
4. Tyler Demars 6 Units-\$2 million
5. Annie Cannon 5 Units-\$2.6 million
6. Scott Hardey 5 Units-\$2 million
7. David Earnhardt 4 Units-\$2.1 million
8. Paul Christensen 3 Units-\$875,000
9. Noi Simagna 3 Units-\$349,000

TOP CLOSED

1. Lacy Stevens 8 Units-\$2.6 million
2. Scott Murray 6 Units-\$2.2 million
3. Trent Bright 5 Units-\$45 million
4. Emily Hayes 4 Units-\$1 million
5. Ryan Pool 3 Units-\$1 million
6. Annie Cannon 3 Units-\$1.6 million
7. Tyler Demars 3 Units-\$1.1 million
8. Scott Hardey 3 Units-\$975,000
9. Kroger Menzer 3 Units-\$929,000
10. Becky Nay 3 units-\$760,000
11. Noi Simagna 3 Units-\$349,000

CAPPERS

Parker Lewis
Alyssa Morris
Becky Nay
Chris Panek
Sherile Rickman

CRIMSON CLUB

Individual-Lacy Stevens 16 Units-\$4.5 million
Team-Carmody Group 8 Units-\$1.7 million
Group-Bowen Adams Group 31 Units-\$7.9 million

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

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LEARN ALL ABOUT
KW COMMAND

“IT'S TIME TO TAKE COMMAND”

FRIDAY, APRIL 5TH STEPS 1-16	TUESDAY, APRIL 9TH STEPS 1-16
FRIDAY, APRIL 12TH STEPS 17-33	.....	TUESDAY, APRIL 16TH STEPS 17-33
FRIDAY, APRIL 19TH STEPS 34-50	.....	TUESDAY, APRIL 23RD STEPS 34-50
FRIDAY, APRIL 26TH STEPS 51-66	.....	TUESDAY, APRIL 30TH STEPS 51-66
FRIDAY, MAY 3RD STEPS 1-16	.....	TUESDAY, MAY 7TH STEPS 1-16
FRIDAY, MAY 10TH STEPS 17-33	.....	TUESDAY, MAY 14TH STEPS 17-33
FRIDAY, MAY 17TH STEPS 34-50	.....	TUESDAY, MAY 21ST STEPS 34-50
FRIDAY, MAY 31ST STEPS 51-66	.....	TUESDAY, MAY 21ST STEPS 34-50

