

# **A TEAM IN SUCCESS!**

**GROWTH** *Coaching* **TECHNOLOGY**

**Training** *EDUCATION*

**PROFIT** *Culture* **ENERGY**

## **New Agent Orientation:**

- Meet with Team Leader, Productivity Coach, and Agent Services Coordinator
- Complete all KWSN paperwork
- Complete and deliver all paperwork to the Nevada Real Estate Division
- Attend Office Partner's Meeting Tuesdays at 11:00 AM

## **Tasks Once License is Active:**

- Make appointment with Productivity Coach
- Schedule onboarding appointment with Agent Service Coordinator
  - My KW Access, KW Email Signature, MLMS Account Set Up, Business Cards
- Schedule Meeting with Director of First Impressions
  - Building Access, Printer Access, Inter Office Inquiries
- Deliver copy of license to the Greater Las Vegas Association of Realtors within 45 days

## **Training Classes Needed (offered within office at no cost)**

- Ignite Your Business
- Dotloop and Greensheets - Organizing your files
- Placester Website—KW website set up
- Foundations

**kw** SOUTHERN  
NEVADA  
KELLERWILLIAMS

10424 S. Eastern Avenue, STE 200, Henderson, NV 89052 (702) 777-0002



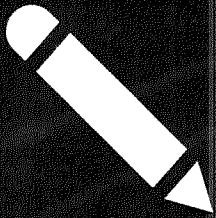


# PRODUCTIVITY COACHING

2018 IS THE YEAR TO  
SOAR ABOVE YOUR GOALS

**kW** SOUTHERN  
NEVADA  
KELLERWILLIAMS

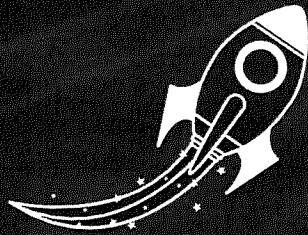
# A ROAD MAP TO SUCCESS



## FOUNDATION

Building the  
systems &  
creating the plan

**WORKING ON  
THE BUSINESS**



## LAUNCH

Increasing  
knowledge and  
building skills

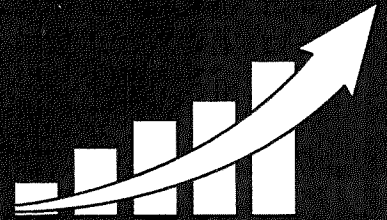
**0-6  
TRANSACTIONS**



## CULTIVATE

Developing the  
daily habits and  
refining the  
systems

**7-12  
TRANSACTIONS**



## BREAK THROUGH

Pushing beyond &  
removing limiting  
beliefs

**13-20  
TRANSACTIONS**



All fees are due every month. They are invoiced the second week of the month and due within 10 days. We are a profit share company; therefore, your bill needs to be paid each month. Failure to pay your bill monthly may result in late fees being assessed.

AGENT INITIALS \_\_\_\_\_

**The Following is the initial processing fee when your license arrives to the office**

- **KW Realty International New Agent Processing Fee:**

**\$250.00** Initial Processing fee will be charged when license arrives. This applies to the following:

**KW Realty International Accounting Fee: \$25.00.** After initial processing, this will be invoiced annually in January.

**Initial Technology Fee: \$40.00.** This is to pay for the KWRI technology suite for the month. After initial processing, this will be invoiced by the Market Center to each Associate.

**Ramp-Up kit and Services to include:**

- REALTOR® name tag
- Original 500 business cards
- KW e-mail and personalized signature block preparation
- Assistance with setting up Kelle and KW Realty app
- eEdge (CRM)
- Assistance with developing new associate profile to 90%
- Post-Licensing registration, if needed at no extra cost, every month
- On site CE courses every quarter at no cost
- New Associate KWRI Business Kick Start Course: "IGNITE" provided 12 times a year.

**The Following are invoiced after the initial processing**

- **KW Technology Fee: \$40.00.** This will be invoiced every month for technology paid to Keller Williams International.
- **Photocopies**
  - You are provided with **200 Black & White copies** per month at no cost. Each Additional Black & White copy is **\$0.03 per copy charge per month.**
  - Color copies at **\$0.12 per copy charge per month**
- **Private Office/Workstation Fee:** Available to associates by production level at a pass thru rate. Ask Market Center Administrator or Team Leader for more information.
- **Henderson Agents**
  - **Henderson Business License: \$50.00** –Invoiced to Associate by the Market Center bi-annually in **April** and **October** at a rate of \$50 each. Office pays City of Henderson directly.

Keller Williams Southern Nevada  
10424 S. Eastern Ave. Suite 200 • Henderson, NV 89052  
702.777.0002 • Fax 702.777.0004  
[www.keller-williams-southern-nevada.com](http://www.keller-williams-southern-nevada.com)  
Each Keller Williams Office is Independently Owned and Operated





- **Mesquite Agents**
  - **Mesquite Real Estate Association (MREA): \$100** –Invoiced to Associate by the Market Center in December. Office is billed by MREA directly and invoices each agent their portion. This is on top of the dues you pay to MREA.
- **KW Realty International Accounting Fee: \$25.00.** Invoiced to Associate annually by the Market Center each January.

Agent Initials\_\_\_\_\_

### **STATEMENT OF COMMISSION SPLIT AND CAPPING**

- **Kw Realty International Royalty Fee:**

6% to KWRI until maximum of \$3,000.00 has been paid to KWRI in a 12 month period. It restarts on your KW Anniversary date.
- **Commission Split:**
  - **Independent Agents:** 70% to Agent and 30% to the Market Center until CAP\* of \$25,000 is paid.
  - **Independent Commercial Agents:** 70% to Agent and 30% to the Market Center until CAP\* of \$25,000 is paid.
    - **Team Splits** are in addition to KWSN splits and are agreed upon by the team and the team agents the Team Agreement.
    - **Team Agents:** 85% to Agent and 15% to the Market Center until CAP\* of \$4,000 is paid.

\*CAP= Once capped, the agent receives 100% of their commission for the remainder of the 12 month period until their KW anniversary date.

### **The following additional fees are deducted for each transaction**

Transaction fee of **\$50.00** per side (buyer and/or seller) to cover the following. This will be deducted from your commission check.

- E&O insurance (**\$25.00**)
- Miscellaneous documents and supply fees (**\$25.00**)

### **KWSN Preferred Vendors**

All associates are highly encouraged to seek the professional assistance and services of our qualified and vetted supplier Partners when providing professional real estate services to their clients. All other representatives from other companies are welcome to visit our associates at the Market Center on an appointment basis only.

**IT IS THE AGENT'S RESPONSIBILITY TO MAINTAIN MEMBERSHIP IN THEIR RESPECTIVE MLS (EITHER GREATER LAS VEGAS ASSOCIATION OF REALTORS OR MESQUITE REAL ESTATE ASSOCIATION) AT ALL TIMES.**

Agent Initials\_\_\_\_\_

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# OUR BELIEF SYSTEM

## WI4C2TS

**WIN-WIN** or no deal

**INTEGRITY** do the right thing

**CUSTOMERS** always come first

**COMMITMENT** in all things

**COMMUNICATION** seek first to understand

**CREATIVITY** ideas before results

**TEAMWORK** together everyone achieves more

**TRUST** starts with honesty

**SUCCESS** results through people





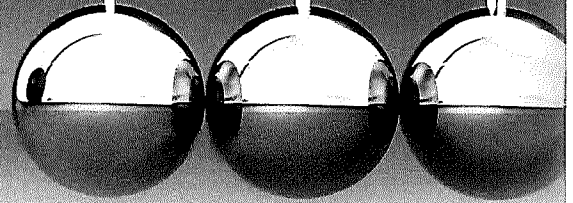
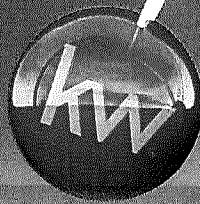
# THE FOUR CONVERSATIONS

	LISTING APPOINTMENTS	LISTINGS TAKEN		CLOSINGS	PROFIT
THIS MONTH'S ACTUAL	<div></div>	<div></div>	WALL OF VALUE	<div></div>	<div></div>
THIS MONTH'S GOAL	<div></div>	<div></div>		<div></div>	<div></div>





KELLERWILLIAMS



ACCOMPLISHMENTS

## 1000

REAL Trends/ Wall Street Journal "The Thousand"

Keller Williams had more agent teams ranked by closed transactions and sales volume than any other franchise

RIS Media Power Broker Report

Keller Williams ranked #1 Power Broker by Brand - home to 32% of Top 1,000 brokerages

## 500

REAL Trends 500

Keller Williams had more offices (161) represented on top real estate brokerages list than any other franchise

Entrepreneur Magazine

Moved up 63 spots on Franchise 500 list of top franchises

## 250

National Association of Hispanic Real Estate Professionals 250

Keller Williams is home to 37 agents on NAHREP's list of top-producing Latino agents including 7 of the Top 10

## 200

Swanepoel Power 200

Eight representatives on list of most powerful people in residential real estate, including Gary Keller, John Davis, and Mary Tennant

## 50

Franchise Business Review

One of the Top 50 Franchises for Women

## 40

Franchise Times

Only real estate company on "Fast & Serious" list of 40 smartest-growing brands

## 30

REALTOR Magazine

Keller Williams home to industry-leading five 30 Under 30 winners

## 7

Inman Real Estate Influencers of 2017

Seven representatives on list of industry influencers, including Chief Innovation Officer Josh Team

## #1

#1 Real Estate Franchise in the U.S. in Agent Count, Closed Units and Sales Volume

Training Magazine

#1 training organization across all industries worldwide

Careers Site, Career Bliss

#1 on list of Happiest Companies in America in 2018 (as published by Forbes)

Entrepreneur Magazine

Top Company Cultures

Franchise Business Review

Top-rated real estate franchise based on franchisee satisfaction

