

Monthly Newsletter - April 2007

**The Northwest Region Expands
Congratulations to Our Newest Market Centers!**

Nampa, ID

Operating Principal - Erica Hill

erica@kw.com

Team Leader - Karen Sutton

karensutton@kw.com



Erica Hill

Market Center #719

5660 East Franklin Road

Suite 201

Nampa, ID 83687

Phone: 208.713.8230

Fax: 208.672.9111



Karen Sutton

Olympia, WA

Operating Principal - Theresa Bastian

tbastian@kw.com

Team Leader - Kirk Rau

kirkrau@kw.com



Theresa Bastian

Market Center #753

1217 Cooper Point Road

SW # 5

Olympia, WA 98502

Phone: 866.544.5156

Fax: 360.753.3148



Kirk Rau

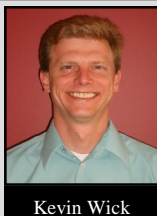
Bothell, WA

Operating Principal - Kevin Wick

kevinwick@kw.com

Team Leader (Interim) - Dave Duncan

dduncan@kw.com



Kevin Wick

Market Center #754

2431 215th Place SW

Brier, WA 98036

Phone: 425.232.6263

Fax: 425.212.2092

Photo

Not

Available

Dave Duncan

**KWRI Road Show
A Huge Hit!**



Vancouver Associates

Pose at the KW Road Show!

(L to R; Angie Frost, Jill Ramsey, Terry Schmidt, Chris Dobbs, Dianna Kokoszka, Bryon Ellington and Roberta Booher)

"We enjoyed the presentations by Diana & Bryon - very informative for those new to KW, as well as any associates who were not able to attend Family Reunion. We look forward to the new technology rollouts. We also were glad to hear about the many different MAPS (Mega Achievement Productivity Strategies) coaching opportunities and new training being developed. No matter how often you plug into KW Connect, there's always so much more to see! We're anxious to see how the Beta testing works out for the Health Insurance program for agents, as that would be HUGE for everyone!"

- Roberta Booher

**Internet Lead Generation Class
Technology Empowers Agents**



"I now have a better grasp of how I can utilize my KW agent website and it's technologies. The class was very informative in letting me know how Buyers and Seller utilize the internet and in what I can do to reach out to their needs and enhance my website to capture them as clients".

"I can't wait to utilize the information presented to change my website and enhance my internet presence".

2007 NW Regional Training Calendar

<u>DATE</u>	<u>Event</u>	<u>Instructor</u>	<u>Class Location</u>
May 16th & 17th	Lead Generation	Holly Perry	Al Kader Shrine, OR
May 23rd	Internet Lead Generation	Bruce Hardie	Spokane Market Center, WA
June 5th & 6th	Action Training	D.R. Whitson	SEA-TAC Hilton, WA
June 13th	Lead Generation	Bruce Hardie	Spokane Market Center, WA
June 28th & 29th	Consulting Clinic	Mike Bastian	Renton Market Center, WA
July 10th & 11th	Quantum Leap	Kay Evans	Lynnwood Conv. Center, WA
July 24th & 25th	MCA Retreat	Norma Vranken	TBD, WA
August 15th	MREA: Contract to Close	Bruce Hardie	Spokane Market Center, WA
August 28th & 29th	Train the Trainer I	Mike Bastian	Renton Market Center, WA
August 29th & 30th	Recruiting Clinic	Gene Fredericks	Lynnwood Conv. Center, WA
September 12th	Managing the Listing	Bruce Hardie	Spokane Market Center, WA
September 13th	Managing and MREA Office	Bruce Hardie	Spokane Market Center, WA
September 18th & 19th	Lead and Motivate	D.R. Whitson	Al Kader Shrine, OR
October 17th	Business Planning Clinic	Bruce Hardie	Spokane Market Center, WA
October ?	ALC Clinic for Team Leaders	Mark Willis	TBD, WA
October ?	TL Luncheon with Mark Willis	Mark Willis	TBD, WA
October ?	OP Clinic	Mark Willis	TBD, WA
October ?	ALC Clinic for ALC Members	Mary Tennant	TBD, WA
November 14th & 15th	MREA: Business Planning Clinic	Jeff Sutherlin	SEA-TAC Hilton, WA
December 5th	Business Planning Clinic	Bruce Hardie	Spokane Market Center, WA
December 5th & 6th	Recruit Select	D.R. Whitson	Portland Premiere MC, OR
December 6th & 7th	Train the Trainer	Mike Bastian	Renton Market Center, WA



We would like to thank Patt Bilow of the Portland SW Market Center and Bryon Ellington of KWRI for teaming up at our Internet Lead Generation class in Portland to raise \$350.00 for KW Cares. Patt purchased a donated 1 hour technology consulting session with Bryon to enhance her agent web internet presence.

We would also like to thank; Alan Powell, Lorna Willard and Joe Hopkins for teaming up to raise \$850.00 for KW Cares with their purchase of The 360 Degree Leader Book, autographed by John C. Maxwell.



360 Degree Leader Training Seattle, WA



John Maxwell's 360 Degree Leader training workshop was received well by the NW Regional Leadership. Thank you to the Puyallup Market Center for making this such a great event.

"Thank you for a great eye opening class. This material has inspired me to dig deeper and understand leadership in an entirely different way"

March's Spotlight Agent

Mike Hansen
Marysville, WA



2006 Closed Transactions

Listing Units - 34.3
Listing Volume - \$12,523,730
Sales Units - 23.5
Sales Volume - \$11,165,024
GCI - \$372,857

2007 Closed Transactions (Thru March)

Listing Units - 8.9
Listing Volume - \$3,302,072
Sales Units - 4.3
Sales Volume - \$2,315,000
GCI - \$105,285

Q: How long have you been a Realtor®?

Mike: I acquired my real estate license in 1987. Previously I was in the restaurant business locally in Everett, WA and was getting burned out. A friend of mine who owned a small real estate company thought that I would be really great in sales and convinced me to get my license.

Q: What piqued your interest to join KellerWilliams?

Mike: I saw that KW was growing rapidly and I knew that something was happening with them. My feeling was that I wanted to be a part of that success. I was attracted to the culture of learning to run your practice as a business worth owning and to develop a life worth living. My vision was to create a passive income stream that would fund my retirement.

Q: How is your business currently structured?

Mike: I don't really operate the typical agent model. My business is centered on new construction and land acquisitions. Over time I have specialized in acquiring land and my leads come from networking throughout the land sales community, agent referrals and past clients.

Q: What has been the best thing about Keller Williams that has influenced your business?

Mike: The exposure to the information and training that enables you to build your business through leverage and to hire the right people to work in my business. I currently teach investment classes and the culture has also enabled me to be exposed to information outside of what Keller Williams teaches such as Robert Kiyosaki's passive income building.

Q: What types of training have you been involved with that has helped your business to grow and what else would you like to share?

Mike: I have attended Quantum Leap and the Recruiting Clinic taught by Mo Abbasi was awesome. I would definitely be willing to take Mo's class again. I'm a private pilot and I love to fly and travel. My mission is to create a business worth owning through a passive income stream that will enable me to be able to do the things I enjoy the most.

KWU

**KELLER WILLIAMS
UNIVERSITY**

MCA Skills

Introduction to MCA Skills	May 7th
Keller Accounting	May 8th
The Daily Checklist	May 9th
The Weekly Checklist	May 14th
The Monthly Checklist	May 15th
Transmittal 101	May 16th

On-Line Teleclass / Pre Registration Required

Franchise Systems Orientation

Operations Boot Camp	Jun 11th - 12th
Market Center Launch	Jun 13th - 14th
MCA Success in the Office	Jun 13th - 14th
KW Power Days	Jun 14th - 15th

Event Venue TBD - Austin, TX

Market Center Leadership

Time Management with the 4 - 1 - 1	Jun 11th
Team Leader Clinic	Jun 11th - 13th
Recruiting Clinic	Jun 13th - 15th

Event Venue TBD - Austin, TX

R-T-C-K Base Camp

MCA Mastery	Oct 22nd - 23rd
Recruit Select	Oct 22nd - 23rd
Action Training	Oct 22nd - 23rd
Team Leader Clinic	Oct 22nd - 23rd
Market Center Financials	Oct 24th - 25th
Recruiting Clinic	Oct 24th - 25th
OP Clinic	Oct 24th - 25th
Time Management with the 4-1-1	Oct 26th

Event Venue TBD - Austin, TX

For more information on the above classes and to get a complete list of all KWU education, please visit:

<https://secure.kw.com/kwu/>

Recognizing The Northwest Region's Top Producers

Top 20 Producers for March 2007 (YTD) by GCI as reported by KWRI

1. Mariann Danard	North Seattle, WA	11. Dan Wolf	Anchorage, AK
2. Kelly Hagglund	Portland SW, OR	12. Ramon Murillo	Bellevue, WA
3. Galand Haas	Eugene, OR	13. Tony Kelly	Portland Premiere, OR
4. Greg Holtz	Boise, ID	14. Cathy Waidelich	Lynnwood, WA
5. Peter Clark	Portland Premiere, OR	15. Tim Davis	Bend, OR
6. Carla Thompson	Vancouver, WA	16. Stewart Smith	Anchorage, AK
7. Morgan Davis	Portland Central, OR	17. Linda Petersen	Gig Harbor, WA
8. Sterling Griffin	Gig Harbor, WA	18. Katina Toscas-Atz	Gig Harbor, WA
9. Joe Rotta	Boise, ID	19. Mike Hansen	Marysville, WA
10. Mike Esteb	Gig Harbor, WA	20. Steven Alves	Portland Clackamas, OR

Upcoming Training Events in the NW Region

Lead Generation - Portland

*Knowing Your Numbers, Building Your Database,
Warm Leads, Farming, Core Advocates,
Building a Referral Machine*

Presenter: Holly Perry

May 16th & 17th

Al Kader Shrine - Wilsonville, OR

9:00am - 5:00pm

Cost: \$149.00

Register On-Line at KWU or Contact Mike Pfau at:
mikepfau@kw.com or 480.706.7242

Internet Lead Generation - Spokane

*Understanding the Online Real Estate Buyer,
Market Your Website to Capture Leads,
Convert Website Visits to Appointments,*

Presenter: Bruce Hardie

May 23rd 2007

Spokane, WA

9:00am - 5:00pm

To register contact the Spokane Market Center at:
509.458.4000

Action Training - Seattle

*How to train anyone so that you absolutely know
that they understand their job and to reverify
that they are the right person*

Presenter: D.R. Whitson

June 5th & 6th 2007

SEA-TAC Airport Hilton - Seattle, WA

9:00am - 5:00pm

Cost: \$499.00

To register contact Mike Pfau at:
mikepfau@kw.com or 480.706.7242

Lead Generation - Spokane

*Knowing Your Numbers, Building Your Database,
Warm Leads, Farming, Core Advocates,
Building a Referral Machine*

Presenter: Bruce Hardie

June 13th

Spokane, WA

9:00am - 5:00pm

To register contact the Spokane Market Center at:
509.458.4000

Single Mindedness

Single-mindedness might also be called narrow-mindedness or tunnel vision. It's typical of the kind of person who has one goal, one topic, one cause, or only one way of doing things. It's a little like a musical instrument that can only play one note. It may be a lovely note, but it's only ONE note. And that makes for a pretty dull tune.

Single-mindedness doesn't mean that you shouldn't totally commit yourself to something you're passionate about. This negative trait means you can't see that other people have other goals, passions, causes and ways of doing things that are also perfectly valid. Not only valid, but necessary to take into account as you pursue your own direction.

I saw a graphic example of this trait in a story I read about a woman who loved birds very much and was committed to helping them in any way. That included setting out poison for neighborhood cats and squirrels. It seems rather narrow-minded to try to preserve one species at the expense of others. Her neighbors who loved cats and squirrels might have shared her love for birds as well. What could have been a neighborhood effort turned into hostile confrontations.

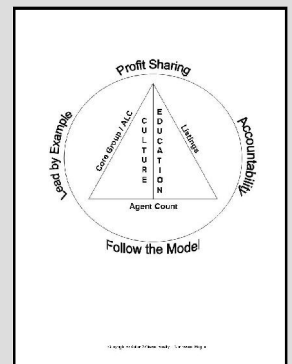
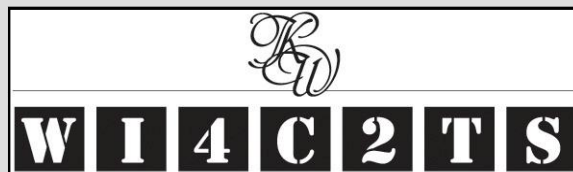
People who are single-minded have firmly decided what's of importance to them and tend to look for a course of action that allows them to get there. What they miss are all the allies they could have; they miss alternative ways of reaching their goals or furthering their causes. They often don't take into account that they could accomplish their objective AND the objectives of others at the same time.

If becoming single-minded to the point of ignoring the needs of others is a problem for you, when working to achieve success through others, then your challenge is to find creative ways of allowing for more possibilities. Again, I'm not suggesting that you give up on your own goals and dreams. But if you intend to influence people and build support for your projects, you need to learn how to incorporate the ideas or goals of others into the picture. The key is always to look for things that connect two different ideas or goals. People often disagree over means -- the way to accomplish something. But sometimes there can be real agreement on the positive intent of the goals. Even in the very antagonistic battle over pro-choice versus pro-life in the abortion debate, people from both sides who are willing to talk to each other find common ground in wanting to preserve family values.

When you find your mental focus becoming narrower and narrower on one issue or one approach, remember the one-note instrument. It may be attention-getting, but all by itself, it gets boring.



D..R. Whitson
Strategic Planning, Core Services & Education Director
Building Careers Worth Having,
Businesses Worth Owning and
Lives Worth Living



**KELLER WILLIAMS REALTY
INTERNATIONAL STATISTICS
March 2007**

Regions 30
States 49
Market Centers 656
Total Profit Sharing \$169,525,300

Mar 2007 - Total Associates 74,769
Mar 2006 - Total Associates 62,597

Mar 2007 - Net Associates Added 1,106
Mar 2006 - Net Associates Added 2,674

Mar 2007 - GCI \$217,985,494
Mar 2006 - GCI \$216,701,464

Mar 2007 - Profit Share \$4,616,709
Mar 2006 - Profit Share \$5,035,458

Mar 2007 - Owners Profit \$7,598,828
Mar 2006 - Owners Profit \$8,647,263

**NORTHWEST REGIONAL STATISTICS
March 2007**

New Agents March 2007 Net -20
Total Agents March 2007 3,224
Total Agents March 2006 2,457
Profit Share March 2007 \$213,137
Profit Share March 2006 \$275,124
Profit Share since Jan 2001 \$6,805,995

**We now have 3,244 Associates
in the NW Region!**

BELLEVUE, WA (113): Panos (Peter) Exarhos, German Villasenor

GIG HARBOR (126): Dennis Austin, Shannon Barnes

BOISE, ID (157): Dave Curtis, Mark Bagley, Judy Peavey-Derr, Lisa Klemmer, Cameron Cryder, Melisa Billman, Bonnie Peters, Tobiann Grindstaff, Kari Riedlinger, Charles Bingham, Chris Keeter, Cheryl Rose, Dawn Delmore, Julie Habenicht

SPOKANE, WA (179): Kathleen Russell

SOUTHEAST SOUND, WA (186): Maura Aragon, Sabrina Krupa, Brynn Riordan, Shelby Smith, Douglas Swartz

BELLINGHAM, WA (198): Thelma Newberry

EVERETT (202): Mary Buchan, Amanda Dennis, Linda Foster, Marcia Groen, James Groen, James Groen, William (Bill) Groen, Loretta Groen

TACOMA, WA (278): Carol Christensen, Will Holman, Anthony Lopez, Lauren Love, Alex Min, Catherine Morris, Becci Saunders, Melissa Saxton, Dana Walkinshaw

PORTLAND SW, OR (320): Amy Donaldson, Mark Scholz, Robin Weisgerber, Caroyl Van Tassell

NORTH SEATTLE, WA (370): Stella Blomgren, Steve Capili, Rashaad Fontenot, Veronica de Saram, Ramel Winslow-Fuentez, Amir Amipanani

PUYALLUP, WA (390): Alicia Cline

SPOKANE VALLEY, WA (397): Tia Amicarella, Greg Barkley, Angela Buffkin, Lori Gravelle, Deborah Green, Chris Manfred, James Miller, Monica Rust, Dawn Sherman, Teri Yanofchick

SEATTLE METRO WEST, WA (399): Jennifer Wade

MARYSVILLE, WA (409): Aileen Camacho, Amanda Haase, Mark Klein

COEUR d' ALENE, ID (441): Shawn Sutton, Jessica Granger

MID-WILLAMETTE, OR (467): Elvin Smith, Kristin Smith

FEDERAL WAY, WA (511): Deepak Dhermy, Kirk Webb, Kristina Bivin, Kevin Visentin

VANCOUVER, WA (513): Duran Beasley, Brandi Black, April Booher, Tom Coates, Keith Mathison, Gini Moran, Dylan Overton, Jasmine Ruthdotter, Keith Seal, April Treacy, David Waldow, Sandra Waldow, Benjamin Zaldana

PORTLAND CLACKAMAS, OR (522): Kimberly Buffington, Robie Ranes, Julie Reid

LYNNWOOD, WA (556): Stacie Brydon, Dan Clark, Ryan Doherty, Mary Eidbo, Ramissa Fennell, Svetlana Fortygin, Gloria Galleo, Yana Gudev, Terri Haider, Sandi Hendricksen, Jamie Kay, Lori Koblinsky, Peter Mann, Maria Mechure, Brandon Mueller, Sergy Skobjak, John Villevik

MEDFORD (572): Elizabeth Stuart

PORTLAND WEST, OR (573): Mary McGrane, Rebecca Hartwell, Jason Vodara

PORTLAND PREMIERE, OR (575): Jennifer Trank, Robyn Dezendorf

PORTLAND CENTRAL, OR (602): Suzanne Hunter, Douglas Jodoin, Brandee LaPointe, Jennifer Singer, Denise Cosford

BEAVERTON (606): Matt Ricker

BEND, OR (636): Marci Jamieson, Patricia Conles, Anna Mastrod

KENT (661): Amlesh Mali, Janet Sobczyk, Juliann Anderson

EUGENE (683): Ben Mandragon Sr., Ben Mandragon Jr., Bobbi Overland, Barb Robbins

ANCHORAGE (690): Lorna Cochran, Brandi Croom, Chadron Croom, Chares Ellis, Carl Hines, Butch Jacques, Ernest Jones, Sonja Kent, Michael Moandal, Kirk Moses, Walter Nevis, La Verne Pettigen, Vanton Pettigen, Wayne Salmans, Charles Sandberg, Leigha Toliver

NAMPA (719): Rosie Lucero, Dee Dee Alderson

**Welcome to all of our new
NW Regional Associates!**