

**JANUARY
2010**

**WELCOME
ABOARD!**

Alisa Jett

David Smith


Diane Dames

Renee Beck

Rudy Mireles

Tony Narranjo

Victoria Walters

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
4	5 8:00-8:45 The 4:8 Principle 9:00-10:00 Team Mtg 10:00-10:15 GAME ON!	6 4:00-5:00 "PLAY BIG" MARKETING! Final class of series	7 It's Finally here! The Ultimate Business Model (1 Day Bootcamp)	8 KW's Newest Training is.. BOLD! (9:00 in Rancho) FREE Intro Session	9
11	12 8:00-8:45 The 4:8 Principle 9:00-10:00 Team Mtg 10:00-10:15 GAME ON! 2:00-4:00 Short Sale WEBINAR	13 2:00-3:00 The Good Faith Esti- mate—a close look at the new requirements!	14 1:00-2:00 Allied Resources and the 3 L's: ♦ Leads ♦ Listings ♦ Leverage	15	16
18	19 9:00-12:00 3rd ANNUAL Inspirational Brunch & Recognition Program (Spring Valley Lake CC)	20 8:00-9:30 Agent Leadership Council (ALC) Meeting 1:00-2:00 Role Play! Listing Presentation	21 10:00-11:00 "Buddy System" (for agents new to the office) 2:00-3:00 Build Your Data Base (for max lead gen)	22 9:00-10:00 "GO TO MEETING" ♦ Learn how to host online mtgs ♦ LIVE training	23 9:00-12:00 BEST YEAR YET! (set your whole life goals)  BEST YEAR YET!™
25 4:00-5:00 How to Register for BPOs—WEBINAR (Broker Price Opinions)	26 8:00-8:45 The 4:8 Principle 9:00-10:00 Team Mtg 10:00-10:15 GAME ON!	27 7:00-9:00 Breakfast & CPA Tax Advice for REALTORS (VVAR)	28	29 9:00-11:30 New Agent Orientation (for agent's new to KW) 11:30 POTLUCK—Italian Theme!	30

The Excuse Expolder:

"Whenever you think of an excuse, ask yourself if there has ever been anyone in similar circumstances who succeeded in spite of them? When you move beyond the whining and justifying, you'll find that the answer is almost always YES! Somebody somewhere has usually had it far worse than you and still succeeded. And the moment you want a GOAL more than you want an excuse, you can succeed as well. Refuse to appoint yourself a victim. Victims don't have to take action; they're too busy dwelling on injustice and being bitter..." - T. Newberry

