

2024

Licensed in ME, CT, MA, NH & FL
50 Sewall Street | Portland, ME | 04102
207.879.9800

WHY **kw**MAINE?



TRAINING/COACHING

Education, training and coaching for every stage of your career

TECHNOLOGY

Everything you need to succeed—right at your fingertips

LEADERSHIP & OPPORTUNITIES

It's not about what you will get; it's about who you will become

SUPPORT

24/7... help when you need it

CULTURE

The backbone of our company

kwMAINE
KELLERWILLIAMSREALTY

CONTENTS



**Keller Williams Realty
Greater Portland**

50 Sewall Street, Portland, ME 04102
207.879.9800 | kwmaine.com

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A NOTE FROM OUR TEAM LEADER

Dear current and future agents,



BRAD KNOWLES
TEAM LEADER | BUSINESS COACH

I am honored to be in business with so many terrific agents and to help steer the ship that is KW Maine, the #1 real estate agency in Maine by production.* This publication is loaded with information about Keller Williams and what we offer locally and internationally.

Whether you are looking for basic real estate education and training, business planning, budget development, negotiation strategies or help with hiring, we have training and coaching for that and much more. I am here to help with conflict resolution, guidance on growing a team, expansion into other markets, and all types of masterminds.

If you would like to schedule a one-on-one with me, don't hesitate to pick up the phone and call.

Brad Knowles

207.808.9177

bknowles@kw.com

knowlesdevelopment.com

*Source: Maine Listings, statewide multiple listing service

OUR INVESTOR GROUP



DOTTIE BOWE



LEANNE
BARSCHDORF
NICHOLS



CATHY MANCHESTER



LINDA PAOLINO
NAYLON



MARK RICHARD

*Four visionary women—Dottie Bowe, Leanne Barschdorf Nichols, Cathy Manchester and Linda Paolino Naylor—brought the KW franchise to Portland in 2003. Now, **celebrating 20 years** and with **over 550 agents and seven business centers**, the company's local investor group is still made up of the original four women, plus former Team Leader, Mark Richard. These leaders and our Associates have grown the **largest real estate company in Maine** by both agent count and sales volume.*

Our current Operating Principal is Cathy Manchester.

WHAT MAKES US DIFFERENT

#1 REAL ESTATE COMPANY NATIONALLY AND LOCALLY

Keller Williams Realty Greater Portland **is the #1 real estate company in Maine** by volume and agent count.* Keller Williams Realty International is the #1 real estate company in the world by agent count and revenue.**

*Maine Listings, statewide multiple listing service **smartasset.com.



KW AWARDED AS MOST INNOVATIVE REAL ESTATE COMPANY

- KW Q2 2019

FAST COMPANY

AWARD WINNING TECHNOLOGY

Command was **built and tested by agents for agents**: Track and develop your contacts and leads, **streamline your entire transaction from lead to close**, provide a **world-class consumer experience** through your KW app and website, and deploy an effective and comprehensive multi-channel marketing and advertising strategy that delivers leads directly to your pipeline.

Standardize the way your team operates with Command for Teams. **A centralized hub allows your team to run like clockwork** with transparency, collaboration and foresight.

PROFIT SHARE

At Keller Williams, **any Associate who helps to grow a profitable Market Center can be rewarded with passive, potentially long-term income**, without any risks or investing any capital. Profit Share is just what it says: we share almost 50 percent of the Market Center's owner profit with the Associates who help grow the company. **That's a win-win, and that's the Keller Williams way.**

As of September 1, 2023, our Market Center has given over **\$12M** back to our Associates in the form of Profit Share.

CAPPED COMPANY DOLLAR & ROYALTY SPLITS

Once you cap, **100% of your commission is yours** for the remainder of your fiscal year. Every agent has a fixed cost of sales every year.



“Your next step is simple. You are the first domino.”

- Gary Keller, *The ONE Thing: The Surprisingly Simple Truth Behind Extraordinary Results*

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COMPREHENSIVE TRAINING AND COACHING

In-person and live-streamed courses deliver top-notch education by top producers and experienced professionals, **plus on-demand training** at your pace and convenience with our extensive library of video training. Leverage our leadership with coaching and consulting to **hone your strengths and identify areas for opportunity.**

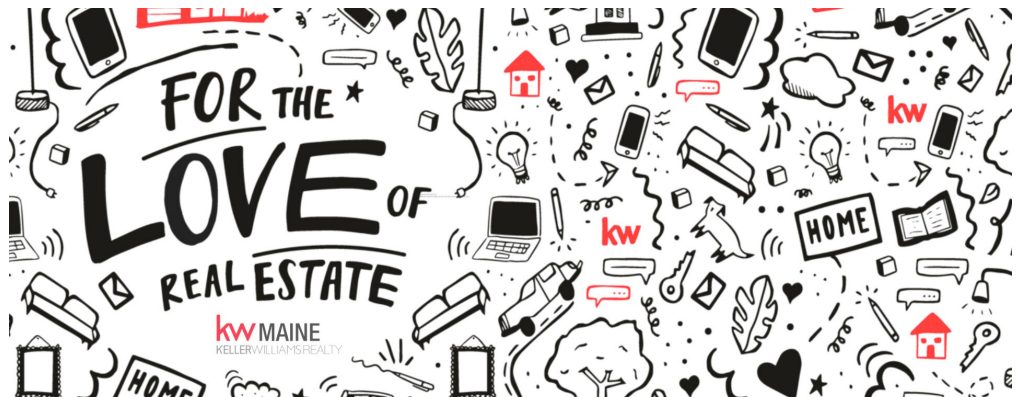
CAREER DEVELOPMENT & OPPORTUNITIES

Do you want to be a successful solo agent, team agent, team owner, expansion partner, coach, market center or regional leader, or investor?

Build your life by design at Keller Williams Realty!

SUPPORT

Our staff of experienced, dedicated professionals are here **full-time to serve our Associates.** You also have **access to the Designated Broker, Assistant Designated Broker and 30 DB designees.** All of this is supplemented by hundreds of resources available 24/7.



LEGENDARY CULTURE

The **foundation of Keller Williams is its culture, practiced and perpetuated every day** by our associates and leadership. This belief system guides how we treat each other and how we do business.

- VIDEO -
The Home of the Dreamers & Doers, Where Entrepreneurs Thrive



**KELLER WILLIAMS REALTY
INTERNATIONAL IS**

HONORED

TO BE RECOGNIZED

IN THE TOP

- Emerging Leaders 2022, *RealTrends*
- Best Places to Work 2022, *Glassdoor*
- 2022 Franchise 500, *Entrepreneur*
- America's Best Customer Experience 2022, *Newsweek*
- America's Best Employers for Women 2022, *Forbes*
- America's Best Employers for New Grads 2022, *Forbes*
- World's Best Employers 2021, *Forbes*
- Best Employers for Diversity 2021, *Forbes*
- Top Franchise for Veterans 2021, *Franchise Business Review*

Much more at: headquarters.kw.com/awards

CAREER-LONG BENEFITS OF KW MAINE

- Two free, "no split" personal transactions per year
- Legacy Commission Split at Age 67
- Profit Share
- Your Listing, Your Lead
- Free CEUs
- Command CRM (Customer Relationship Management) Tool
- Professional headshot upon joining
- Market Center and seven Business Centers from Bangor to Kennebunk
- Free parking at all locations

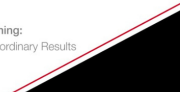


“

A DIFFERENT
RESULT REQUIRES
**DOING SOMETHING
DIFFERENT**

”

GARY KELLER // The ONE Thing:
The Surprisingly Simple Truth Behind Extraordinary Results



“

TO IGNITE YOUR LIFE
YOU MUST FOCUS ON
ONE THING LONG
ENOUGH FOR IT TO
CATCH FIRE.

GARY KELLER
CO-FOUNDER AND CHAIRMAN OF KELLER WILLIAMS REALTY

- Your commission paid at the closing table
- Access to a Designated Broker, Broker Assistant and nearly 30 broker designees
- Help Desk assistance
- Education, training and coaching for every stage of your career
- Real Agent Perks medical, dental, vision, life, disability insurance, HSAs and more
- Brand recognition

- E&O Insurance with a no-deductible option
- Discounts with local and national vendors
- Experienced, respected colleagues representing YOU at Maine Association of REALTORS, Maine Commercial Association of REALTORS, Greater Portland Board of REALTORS, local boards and Maine Real Estate Commission

BUILT BY AGENTS,
FOR AGENTS

MARKET CENTER



50 Sewall Street, Portland

- Certified Green Building
- Handicap Accessible
- Ample Free Parking
- Accessible 24/7
- Full-time Receptionist
- Full-time Staff
- Equipped with Wi-Fi, Phone, Three Color Copy/Scanners & Fax
- Four Conference Rooms
- Education Room
- Drop-in Desks
- Private and Shared Offices Available

kw MAINE
KELLERWILLIAMSREALTY

BUSINESS CENTERS



243 Mt. Auburn Avenue, Auburn



23 Water St. 4th Floor, Bangor



169 Park Row, Brunswick



81 Maple Street, Cornish



65 Main Street, Damariscotta



19 Main Street, Kennebunk

All Locations Include:

- Conference Room
- Wi-Fi
- Drop-in Desks
- Printer/Scanner
- Inter-Office Mail Delivery
- Private or shared offices (except Damariscotta)



190 Main Street, Saco

If you need the key or code for a business center, please call the front desk at the Market Center at 207-879-9800, M-F 8am-5pm.

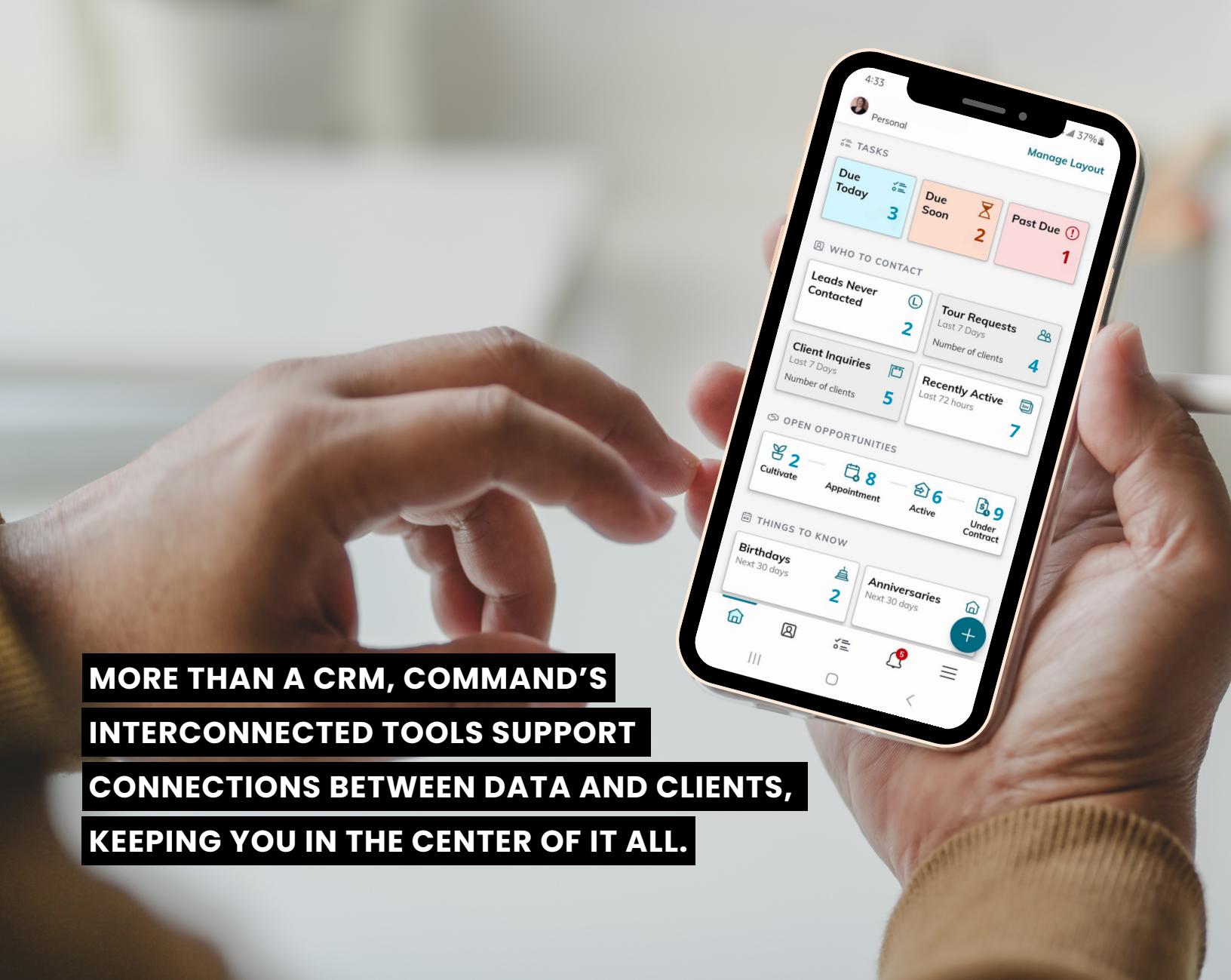
Note: The Market Center is staffed full time during business hours. Business Centers are not staffed.

THE REVOLUTION OF REAL ESTATE

Now, as home and business increasingly coexist and virtual life weaves itself into reality, you need a partner with the right tools, tech, and resources to help you maintain your business at the highest level—rain or shine.

You'll find that partner in Keller Williams.

**WE BELIEVE TECHNOLOGY EXISTS
TO SIMPLIFY EVERYDAY LIFE,
MAKING ROOM FOR WHAT TRULY MATTERS
AND GIVING YOU THE FREEDOM
TO BE MORE HUMAN, MORE PRESENT—MORE EVERYTHING.**



MORE THAN A CRM, COMMAND'S INTERCONNECTED TOOLS SUPPORT CONNECTIONS BETWEEN DATA AND CLIENTS, KEEPING YOU IN THE CENTER OF IT ALL.

COMMAND

**Simpler.
Smarter.
More
Human.**

End-to-end is just the beginning.

*Real estate is about relationships, yet when technology was added to the equation, sustaining the quality of those relationships became more challenging. So, **we pivoted toward co-developing technology with our real estate agents to prioritize the connections they've created.***

As our technology came together piece by piece, we cemented bonds between people, data, systems and communication, **rewarding everyone who touches real estate with insights beyond compare.**



**AN EXPERIENCE THAT REVOLVES
AROUND THE CUSTOMER, BUT KEEPS YOU
AT THE CENTER OF EVERYTHING.**

**Collaborative.
Comprehensive. Customizable.**

THE KW APP

The KW App is the **first of its kind** and the quintessential, consumer-facing counterpart to Command. Launching your personalized app means **collecting valuable consumer insights** and laying the groundwork for **relationships that last a lifetime**. With countless customization options, you can make it your own, ***because it is your own.***



**TRANSFORM THE WAY YOU COMMUNICATE
AND OPERATE. SPEND LESS TIME ON PAPERWORK,
MARKETING AND OTHER FUNCTIONARY TASKS
AND MORE TIME DOING WHAT YOU DO BEST.**

SMARTPLANS

Create and deploy automated, customized workflows for any task you can think of—like drip marketing campaigns or checklists

- Easily automate your day-to-day with a simple drag-and-drop functionality.
- Create simple decision trees and stay on top of email, texts or task reminders.
- Design specific plans for contacts based on lead source, client history, neighborhood, interests or anything else.

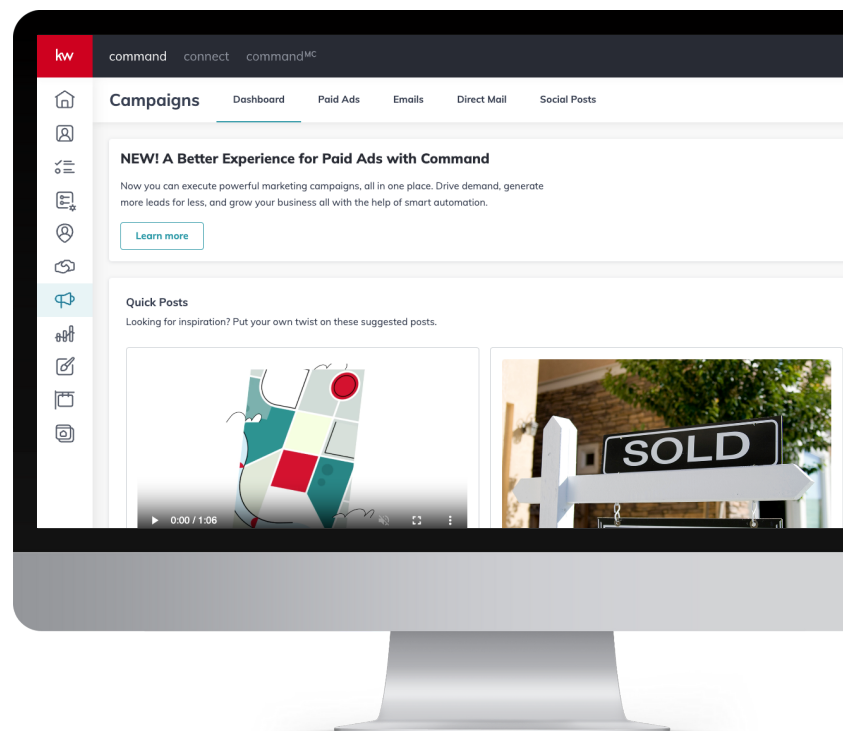
Learn more at technology.kw.com

CAMPAIGNS

YOU DON'T HAVE TO BE A MARKETING GURU TO CREATE AN EFFECTIVE AD CAMPAIGN THAT CONVERTS ACROSS FACEBOOK, INSTAGRAM, GOOGLE ADS, EMAIL DIRECT MAIL AND MORE.

Command allows you to easily create email and advertising campaigns in just 30 seconds using data generated in the Keller Cloud ecosystem. Enjoy greater insights into which campaigns are working, what they should cost, what your returns should be, and how to better stretch your marketing and advertising budget.

- Elevate and optimize your cross-channel marketing and advertising strategy with proven content to maximize the value of each dollar spent.
- Set up and deploy a modern print marketing campaign to specific homes based on custom criteria.
- Send out hyper-targeted emails to any segment in your database based on criteria you identify.
- Integrated fully with other Command applications, allowing you to accurately track your leads-turned-opportunities across all channels.



Learn more at technology.kw.com



DESIGNS

**GENERIC MARKETING THAT ISN'T LOCALIZED OR
PERSONALIZED IS BOUND TO GET LOST IN THE NOISE.
GET READY TO STAND OUT.**

Designs helps your brand shine by pulling in powerful market data — sourced from one of the largest real estate data engines on the planet—so that one-to-many marketing becomes one-to-one.

Point, click and build beautiful, customized assets with real-time market data for email, social, print and beyond. <<<

Craft templates branded to you and your business, or leverage over 1,000 ready-to-go templates. <<<

Elevate your designs and win attention with real-time market data that automatically updates. Add more meaning with local or individualized stats—such as average listing price or days on market. <<<

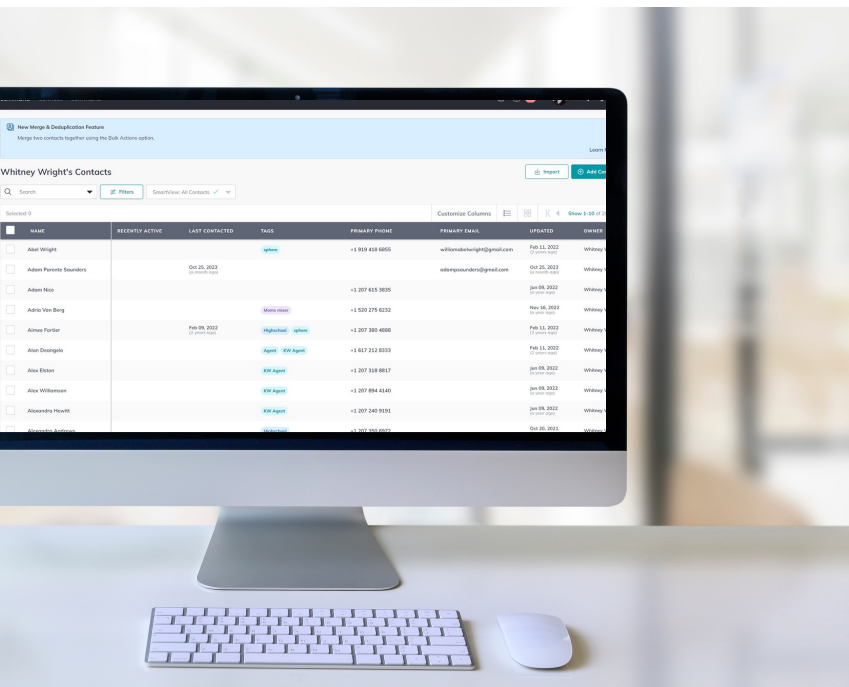
Designs works in tandem with other Command applications so your messages are amplified and leads flow back to you. <<<

CONTACTS

BETWEEN BUSINESS CARDS, LEAD FORMS AND DISCONNECTED SYSTEMS, CONTACTS CAN GET FORGOTTEN, OR WORSE ... LOST. IT'S TIME TO MASTER YOUR MOST IMPORTANT ASSET—YOUR DATABASE.

Enter, manage, segment and work your contacts with remarkable clarity and ease so you're never out of touch and always top of mind.

- Understand in a glance who you need to contact today.
- Check a box to mark a contact as a lead. Then, view your contacts and leads independently or all at once for a holistic snapshot of your database.
- All contacts sync across all Keller Cloud applications, making business cards and double data entry obsolete.
- Navigate to the reporting tab to view personal and comparison reporting to understand the health of your database.
- Built for teams, rainmakers get a quick, bird's-eye view of everyone's database.



Learn more at technology.kw.com



TASKS

**FORGET JUGGLING THE REMINDER APPS,
NOTEBOOKS AND STICKY NOTES. ORGANIZE ALL
OF YOUR TASKS DIRECTLY WITHIN COMMAND.**

The Tasks application has everything you need to stay on top of it all—complete with due dates, related documents and links.

Turn your to-do list into action items by creating contact-specific tasks that are visible across Command. <<<

Access a single, clear view of what you need to get done. <<<

Schedule due dates and reminders to stay on top of your most important tasks. <<<

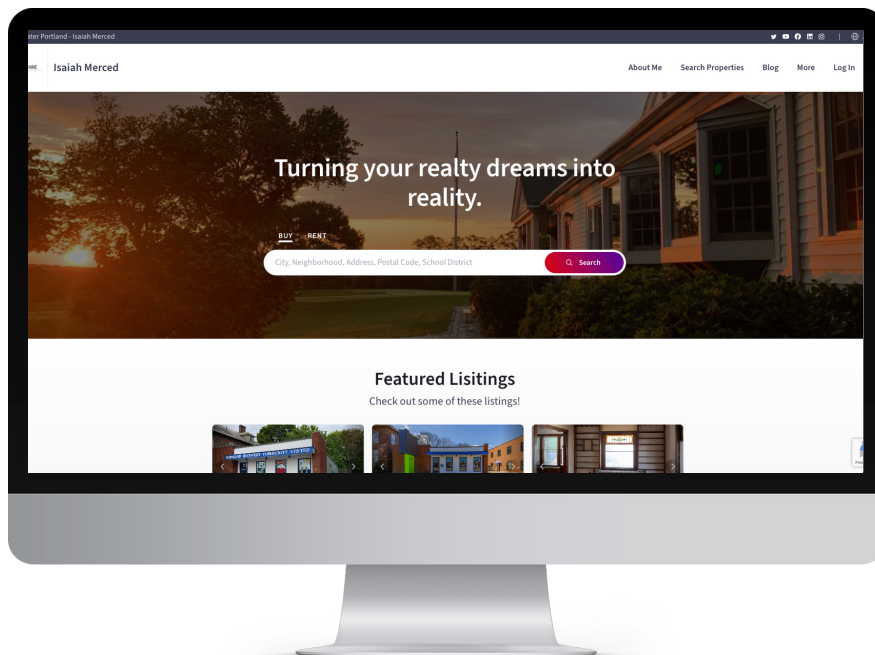
Quickly see past and upcoming tasks associated with a contact and know what you've done and what's to come. <<<

SITES

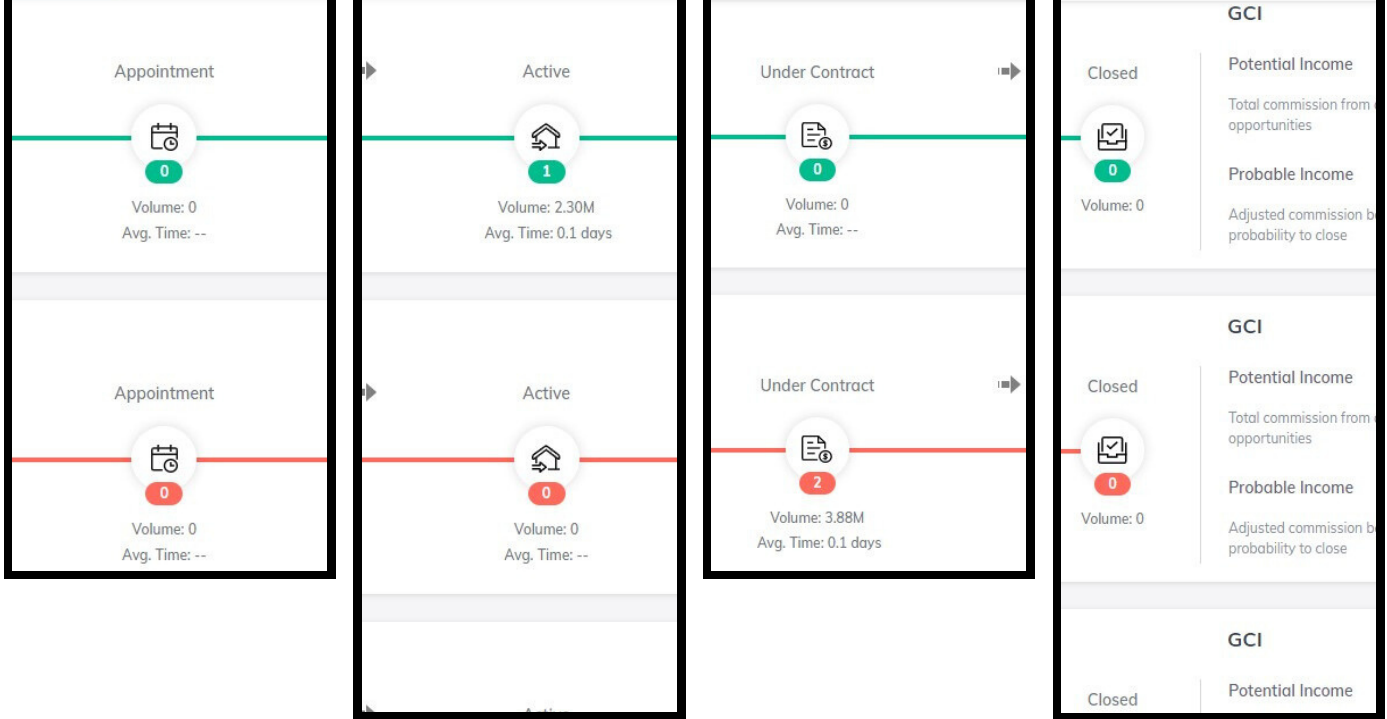
WHAT'S YOUR DATA-DRIVE, DIGITAL LEAD CAPTURE STRATEGY?

Build professional and powerful websites that convert for any business case—to promote your business, a new listing, open house, or event and to showcase individualized neighborhood stats and more. These sites automatically update with hyperlocal data and seamlessly automate lead capture through their direct Command integration.

- Reimagine your website as a lead generation engine with Command-integrated agent IDX sites.
- Deliver what clients want: a highly personalized site built to their exact preferences and featuring the listings they want to see.
- Create and share more strategic sites with specific contacts and get updated whenever they engage with it—giving the opportunity for timely follow-up.
- Data-powered widgets feature relevant content that update in real time.
- Any leads captured through the pages funnel directly into your Contacts, so you can track progress from lead to close and beyond.



Learn more at technology.kw.com



OPPORTUNITIES

**FOCUS ON YOUR CLIENT RELATIONSHIPS
AND DOLLAR-PRODUCING ACTIVITIES
INSTEAD OF TEDIOUS PAPERWORK AND
TOGGLING BETWEEN SPREADSHEETS.**

Manage your entire book of business—from lead to close to your next paycheck—all from a single easy-to-use dashboard that allows you to drag and drop deals between customizable stages.

See appointments, listings, contracts, closed deals and projected revenue in one place. <<<

Stay organized with simplified document management compliance review, real-time collaboration and more. <<<

See the road ahead with real-time revenue projections and keep tabs on your cash flow. <<<

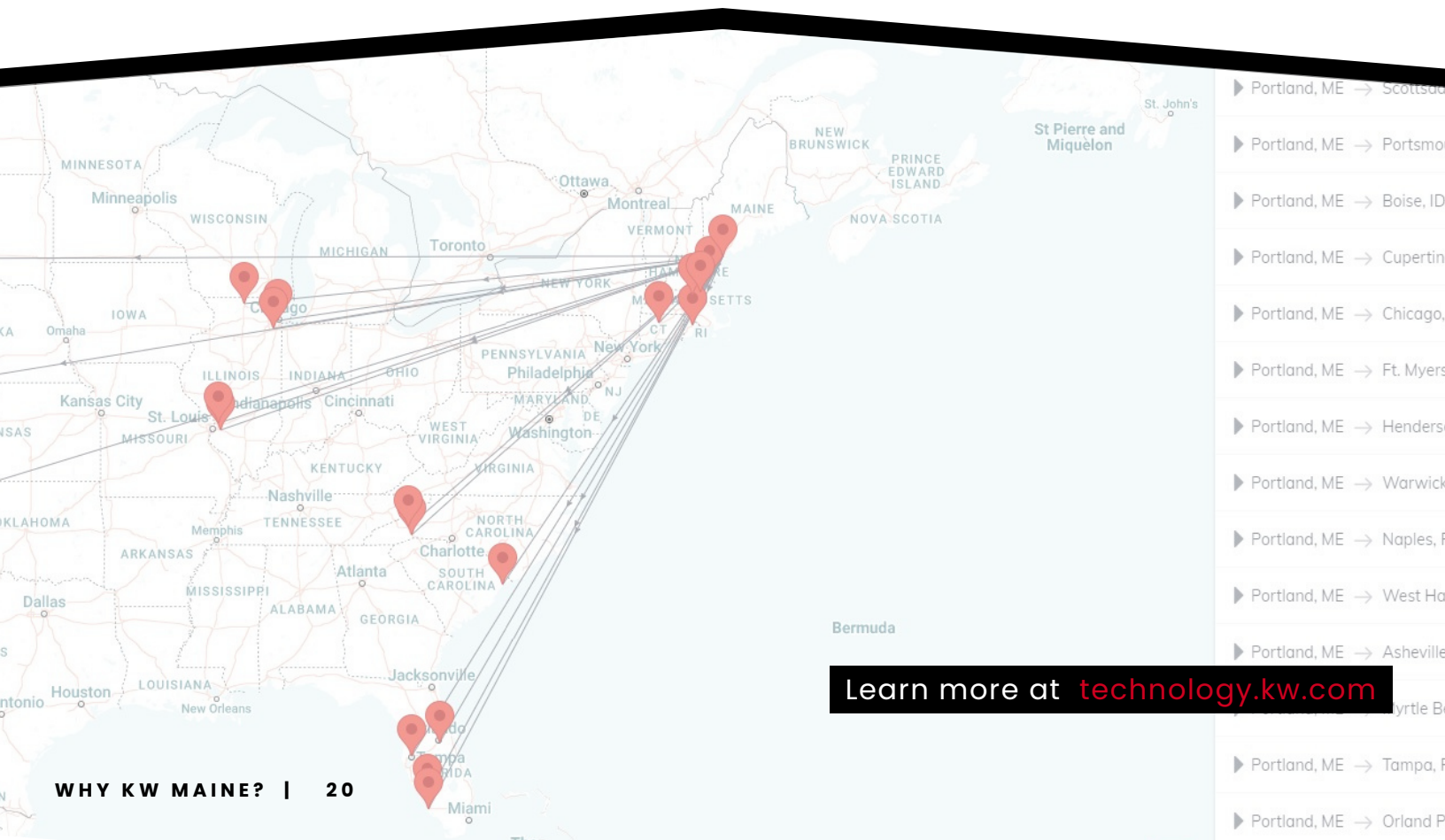
Flexible team settings include advanced filtering to gain a holistic view, and permissioned visibility into individual member pipelines. <<<

REFERRALS

**TAP INTO ONE OF THE LARGEST, MOST PROFITABLE
REAL ESTATE NETWORKS ON THE PLANET.**

Find trusted partners, negotiate and arrange specifics, and keep tabs on the status of your referrals at all times.

- Manage your referrals easily, so you can connect clients with agents, negotiate deals and track transactions—anytime, anywhere.
- Identify agents across the globe based on specialization, location, production or membership, and add them to your referral network.
- Fan out referral opportunities to a large group of agents to find the perfect match for your client at a hyperlocal level.
- Navigate to the reporting tab to view personal and comparison reporting to understand the health of your database.
- Send referrals to trusted agents in your network, setting rates, expiration dates and other conditions.



Learn more at technology.kw.com

EDUCATION, TRAINING & COACHING

Keller Williams offers its Associates unsurpassed career and business training, with educational programs that focus on increasing personal productivity, marketing skills and career development.



TRAINING OPPORTUNITIES



... AND FOR YOUR
CONVENIENCE ...

EXTENSIVE VIDEO
LIBRARY
AVAILABLE 24/7



- ADVERTISING CLINICS
- ASSOCIATE BROKER COMPANION COURSE
- CONTRACT SERIES
- COMMAND WORKSHOPS
- ECONOMIC UPDATES (LOCAL, NATIONAL & GLOBAL PERSPECTIVE)
- MOMENTUM
- FREE CEU WEEK

A SAMPLING OF OUR FREE TRAININGS & CLASSES

- FLOW OF PAPERWORK
- BOOK CLUBS
- CAREER VISIONING
- CONVERSATIONS AND ROLE PLAY
- IGNITE—SKILLS TO SPARK A GREAT CAREER
- ALL PARTNERS MEETINGS
- WORKING ON WEALTH
- MASTERMINDS (FOR EVERY LEVEL & SPECIALTY)
- SPECIAL GUEST SESSIONS ON VARIOUS TOPICS FROM TENANT LAW AND APPRAISALS TO STAGING AND WILLS, TRUSTS & DEEDS

VIEW OUR TRAINING
CALENDAR!



Coaching Options Available to Everyone:

- Business Planning
- Goal Setting



World Class Coaching At an Additional Cost:

- BOLD—Business Objective: A Life By Design
- Quantum Leap
- Knowles Development (Business & Leadership Coaching)
- MAPS Coaching
- Productivity Coaching



PRODUCTIVITY COACHING PROGRAM

The Productivity Coaching Program is the vehicle that helps agents bridge the divide between ***understanding what it takes to succeed in real estate*** and actually succeeding.

Our **PC coaches empower** KW Maine agents to build successful businesses through support and accountability, taking agents *from zero to "capping" and beyond.*

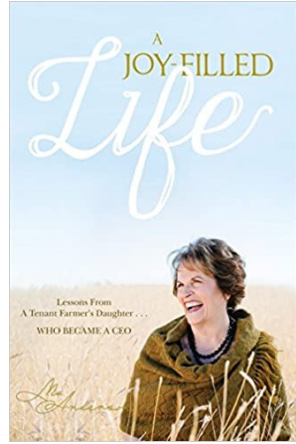
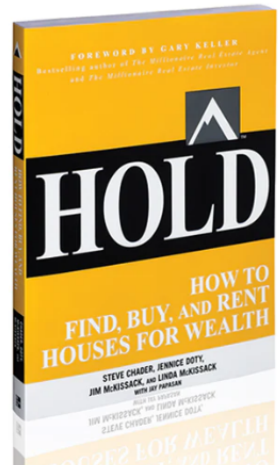
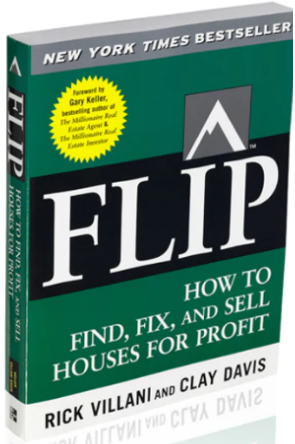
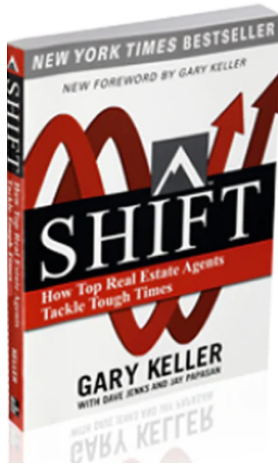
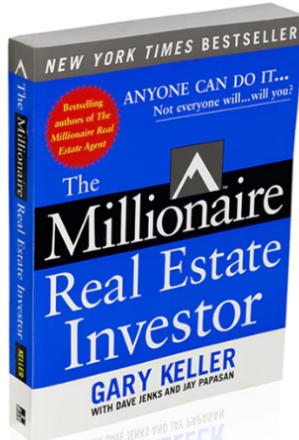
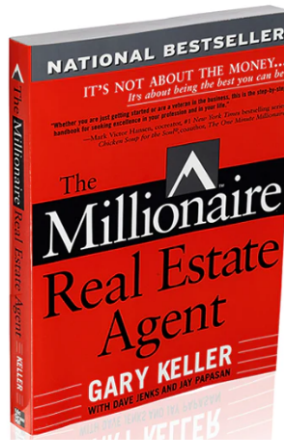
In the PC Program, agents **build a solid foundation** so they will graduate from the program with the skills, determination and confidence to forge successful careers in real estate sales.



UNLOCK YOUR SUCCESS!

kw MAINE
KELLERWILLIAMSREALTY

MORE RESOURCES



FIND YOUR NICHE & SPECIALIZE IN WHAT YOU LOVE

KELLERWILLIAMS
LAND

The rural land division of Keller Williams Realty with a nationwide network of land brokers working together for you



One of the fastest-growing commercial real estate firms in North America, offering exclusive opportunities that no other real estate firms can match

KELLERWILLIAMS
Luxury

The Luxury property division of Keller Williams Realty offering an elevated look and language, and earn-in membership model

Keller Williams recognizes that no two agents are the same—that's why **we offer a variety of divisions and specialties** so that you can focus on what you love.

Each division has networking, specialty trainings and branding for you and your business.

JOIN IN...

ALC, COMMITTEES & COMMUNITIES



Leadership Opportunities:

Qualify for and be selected to a one-year term on the Associate Leadership Council (ALC).

ALC members chair our committees, and Associates may join multiple committees.

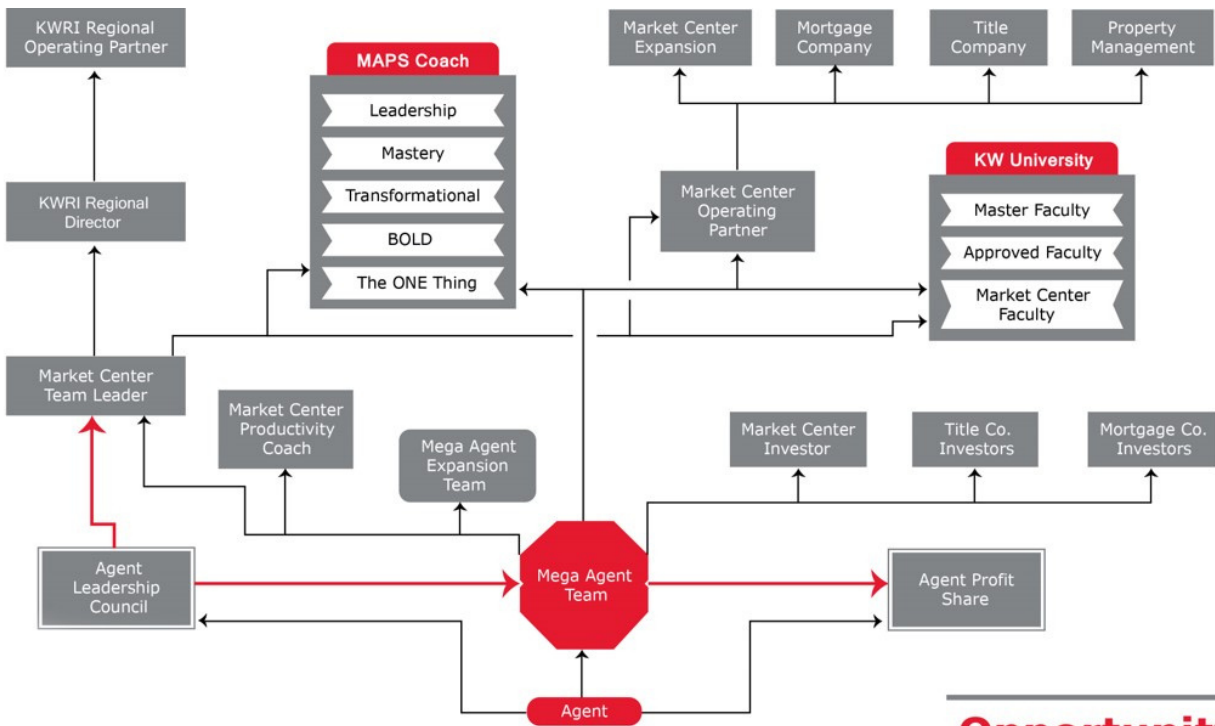
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ALC COMMITTEES

- COMMERCIAL
- CULTURE
- DIVERSITY, EQUITY & INCLUSION (DEI) TASK FORCE
- EDUCATION
- FINANCE
- LUXURY
- GROWTH/PROFIT SHARE
- TECHNOLOGY
- WELLNESS

COMMUNITIES: KW VETERANS, KW YOUNG PROFESSIONALS, KW SPORTS & ENTERTAINMENT

OPPORTUNITIES... WHERE DO YOU WANT TO BE IN 5 YEARS?



Opportunity Map



At KW it's not about what you will get; it's about who you will become.

Whether you intend to be a successful solo agent, team agent, team owner, expansion partner, operations director, coach, market center or regional leader, or an investor, in the KW world there is a path for you to build your life by design.

**THINK BIG
AIM HIGH
ACT BOLD**

SUPPORT 24/7/365

SUPPORT



11 Full-Time Staff to Assist You
including a dedicated Tech Trainer

File Review

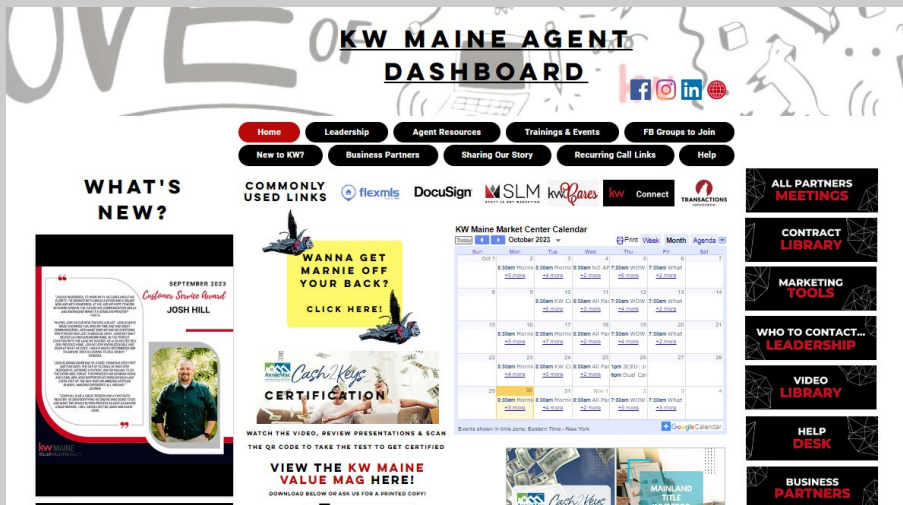
your documents are reviewed by our compliance team to protect you and your clients

Help Desk

during business hours

**Access to DB, Broker Assistant
and 30 Designees**

kwmainehelpdesk@gmail.com



The "Dashboard"
accessible anytime for
links to hundreds of
agent resources

kwmaineresources.com



The Contract Closing Team: Jessica Linscott & Charlotte Dench

Marketing, transaction coordination and administrative assistance to fit any business and any budget



A MULTITUDE OF TOOLS AT YOUR FINGERTIPS

KWCommand

A software suite that helps real estate agents to manage, nurture and convert real estate leads into customers

KWConnect

KW's online portal for all things real estate education

DocuSign

#1 Electronic signature and agreement cloud



A secure, convenient, digital payments platform that allows for a fully digital transfer of funds in real estate transactions



When you are unavailable to open a door or host an open house for your client or a contractor, KeyPleaz™ finds an available licensed agent to help.



An enhanced behavioral assessment that measures personality traits and cognitive thinking abilities of potential new talent

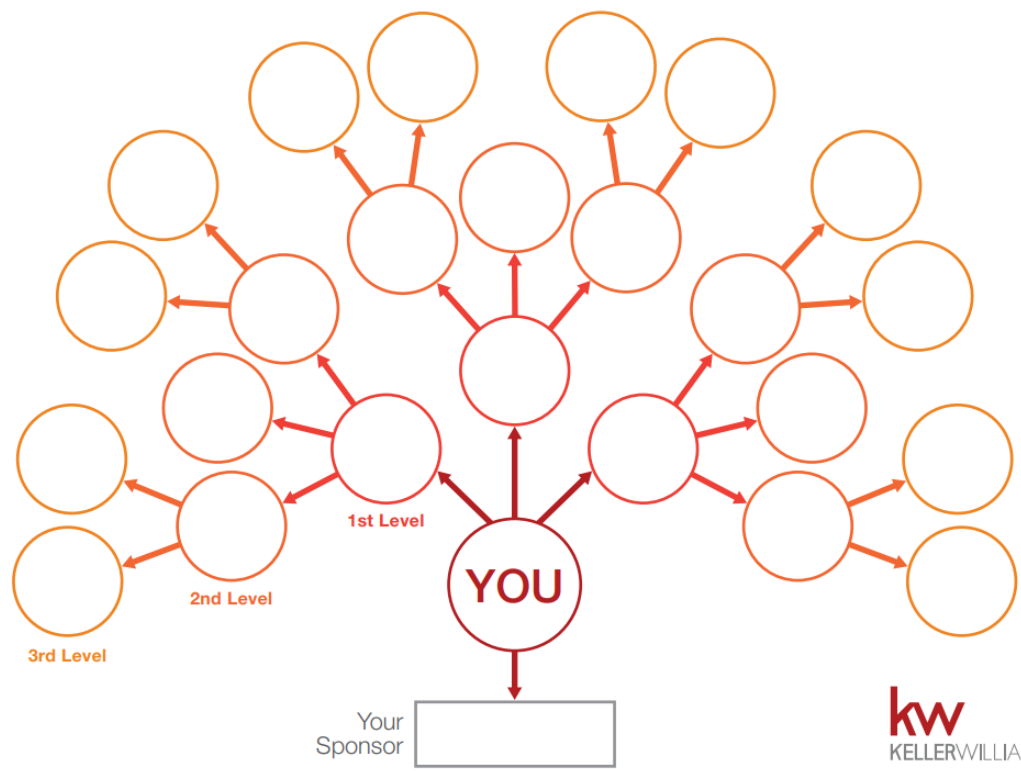


Mobile deposit for commission checks is available thru the Machias Savings Bank app. No need to hand-deliver checks to the Market Center or worry about them getting lost in the mail!

PROFIT SHARE

Keller Williams Realty has created a **unique, voluntary wealth-building platform** for Associates who contribute to a Market Center's growth **by attracting other productive associates**. Since its inception, **KW has distributed more than \$1 billion** to Associates who have helped grow the company.

YOUR PROFIT SHARE TREE



The income you receive from profit share is **an entirely passive income opportunity**. You share in the profits as an owner would, but **without personal risk or any investment of capital**. There are *no fees, no quotas, no down payments and no legal risks*.

Profit share is a gift—one that can live on to *create opportunities in the lives of loved ones* or others in the community. It also gives Associates an **opportunity to earn "100 percent-plus,"** meaning that a participating Associate can earn far greater than the commission split they pay, effectively *allowing them to earn more than if they were on a 100 percent split*.



How Profit Share Works

THE 4 PILLARS OF KW CULTURE

Culture is the result of organizing the goals of a business around solid, positive core values and then proceeding to cultivate them on a daily basis.



WI4C2TES

The belief system called the WI4C2TES — it guides how we treat each other and how we do business. It is the first pillar in the Four Pillars of Culture.



MVVBP

Our mission, vision, values, beliefs and perspective represents our big picture. It is the second pillar in the Four Pillars of Culture.



Culture in Action

These are the action items that describe the way we live out our culture. It is the third pillar in the Four Pillars of Culture.



Six Personal Perspectives

The Six Personal Perspectives is the mindset that determines our greatest success as cultural leaders. It is the fourth pillar in the Four Pillars of Culture.

More About KW Culture



COME FROM CONTRIBUTION

kww *Cares*



**\$55
MIL**

KW Cares serves Keller Williams Associates and their qualifying family members during times of hardship due to sudden emergency to ensure that everyone in our KW family feels supported, safe and valued. Since 2003, KW has provided over \$60 million in assistance.

KW MAINE CARES is our local version of KW Cares and is funded by and for our Market Center's Associates in times of need.



Legacy Split

In an effort to recognize and honor the years of service to Keller Williams Realty and the real estate industry, the KW Maine Ownership Team and the ALC decided to provide a reduced split to agents in the Market Center who reach the federal retirement age of 67. The split is automatic upon turning 67 unless the agent wishes to remain on their current split.



When?

Agents who are 67 or older as of 11/1/2020 will automatically be switched to an 85/15 split.

Who?

All agents 67 years of age and older are eligible. Agents from competing brokerages who are 67 or older are also eligible upon joining the KW Maine Market Center.

Why?

This is a win-win for agents *and* the Market Center. The Market Center can stay in business with great agents as they near retirement, and the new split makes it equitable for agents to remain with Keller Williams as their production slows over time.



CREATING COMMUNITY

Connect, Communicate & Share

Communication is key. At KW Maine we recognize that not everyone seeks information in the same way. We inform and engage our community in as many creative ways as possible:

- Weekly All Partners Meetings, plus a re-cap emailed same day and recorded for viewing anytime
- Private Agent Facebook Group, plus a group for sharing coming soon and off-market listings
- Training Calendar posted and emailed weekly
- Dashboard Updates
- Text Alerts
- Staff to answer questions!



ANNUAL EVENTS



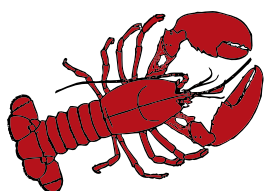
Renew, Energize and Donate! Each year, on the second Thursday of May, tens of thousands of Associates participate in a range of projects, devoting their time to renewing and energizing aspects of the neighborhoods in which they serve.



A 7-week program, taught locally and regionally, that conditions agents with powerful mindset exercises, language techniques, business-building strategies and live lead-generation activities



This annual event at the Austin Convention Center is attended by thousands of KW agents, managers, owners and guests. The week is broken into three parts: Mega Agent Camp, Mega Leadership Camp and Mega Technology Camp.



We wouldn't be here without our outstanding Associates. Appreciation takes many forms, our favorite being the Annual KW Maine Lobster Bake.



Learn from the best agents, leaders and educators in the business, attend powerful sessions and immerse yourself in KW culture at this four-day national event.



KWMaine's annual recognition of our Associates' outstanding achievements and celebration of the Market Center's success.

WHAT OUR AGENTS ARE SAYING



"I have never worked in a more positive work environment than KW Maine. Before coming to KW I had low self-esteem, was very shy, and almost always anxious. I don't feel any of those feelings now. Not only do I believe in others, but I believe in myself and I no longer put limitations on myself and what I can achieve. I surprise myself daily and I could not do that without the encouragement, support and positivity from everyone I come across at KW. KW Maine feels like home."

-Jessica Page



"I am grateful to be a part of Keller Williams. I came to KW for the education and stay to this day for the culture. KW Maine has taught me much more than just how to sell real estate, it has taught me to come from contribution. As a result of the world-class training, I have grown both personally and professionally. I have learned from agents, staff and owners lessons that will carry me throughout the rest of my career and life. Your business grows to the extent that you do, and at KW, growth is contagious."

-Will Van Wickler



"I'm blessed to have the opportunity to be licensed to sell real estate for Keller Williams Realty. Having worked at other companies in the past, I know what KW brings to the table for an agent. To grow your own business within the KW company, to live within the culture of the company, to be surrounded by agents, owners and team members that all want to help you grow... together... professionally, personally and financially. This business isn't about houses. It's about people. The people that you bring into your life will determine your level of success. KW has the right people!"

-Steven Chicoine



"I love Keller Williams Maine. KW changed the way I look at things, and thus, the things I look at changed. I love helping people and KW gives me the opportunity to reach out and help more people. I am proud to be in business with the people I work with and I'm willing to train anyone who wants it."

-Cash Wiseman



"Yes, Keller Williams has cutting edge technology, endless education and opportunity all around—really, the thing that brought me back is the people. There is no substitute for being surrounded by other outstanding professionals who share your culture and vision. In an industry that is always shifting and changing, being able to draw on and pour into your colleagues is something that, in my opinion, is irreplaceable and invaluable."

-Michael Hamilton



"After having worked at several offices (along with having owned my own company) throughout the years and paying out so much money to the principal owners, it certainly paid off to join an organization that caps off the company dollars to the individual agents yearly. The training and tools are great and present for anyone who wants to take advantage of those opportunities."

-Jan Jacques



"Keller Williams truly gave me the launch pad I needed to get my real estate career off the ground. I was with another brokerage when I got licensed and floundered around for a couple months without a clue as to how to build my business. From the productivity coaching to the administrative team, I always had someone I could go to with my questions and needs. I closed only three small transactions in six months before I joined KW, and then went on to close almost \$5M in volume my first full year with KW. They are the absolute best choice for new agents, bar none!"

-Laura Dionne



"Being affiliated with Keller Williams Realty is one of the best growth journeys I have embarked on. I value the growth opportunities, both personal and business, because they are unlimited. I choose to participate in the classes, workshops, masterminds, conventions, etc. The benefit of doing so has allowed me to align with high-level thinkers/doers and run a fruitful career."

-Heidi Nottonson



"Why, after 40 years, did it make sense for me to join? I realized how much I love brokerage but not the business of running a business. With KW I don't have to shop for insurance, supervise agents, train agents or deal with a landlord. Financially, the commission capping makes it less expensive than running my own shop.

Why stay? The KW Commercial group has heavy hitters that bring clout and collaboration. This helps me and my clients. KW's hundreds of residential agents have turned out to be a tremendous referral source. It might sound like I've drank the Kool-Aid, but the leadership, culture, coaching and training create a great environment."

-Scott Balfour



"KW is a cohesive, family-oriented company that does a lot of work in the community through its ongoing volunteering events. The administrative staff is always available and helpful when any questions arise and the location is convenient with plenty of parking. For newer agents the training is unbeatable!!!"

-Marc Gup



"I got my Sales Agent license in February of 2019 and originally interviewed at several brokerages before choosing KW. I previously got my degree in engineering and worked as a structural engineer for four years prior to becoming a full time real estate agent with KW.

Given my background in engineering, I am very data/numbers oriented and driven. I am highly impressed with KW's CRM system, Command, along with all of their other tools, technology and trainings. Beyond just the back-end systems and resources, the Productivity Coaching program, inclusive culture and level of support from staff and other KW agents are all amazing. My business is thriving as a result of everything KW has to offer!"

-Arden Stuckey



"To us the foundations of Keller Williams' business model: God, family, business, is the primary reason why we are partnered with Keller Williams. The culture and values promoting a life by design have been an inspiration and driving force for our family since the concept was introduced to us in *The Millionaire Real Estate Agent*. Traveling with our team to Keller Williams events such as Family Reunion and Mega Camp, we have observed firsthand the unique Keller Williams vibe. Bringing that positive energy to our clients is extremely exciting. But most rewarding is incorporating the Keller Williams models and life by design as we grow our family business."

-Rick Bisson



"I'm at Keller Williams Realty for the tremendous opportunity, high level thinking, and exposure to agents across the country and world who are open to sharing their successes and failures, which has enabled me to grow personally and professionally. The experience has grown far beyond helping consumers buy and sell real estate. I've learned more by surrounding myself with very talented people thanks to training opportunities, networking and masterminding via KW's community than I did going to a four-year, highly renowned business school, and have enjoyed the experience and journey of successfully growing multiple businesses, earning a substantial passive income, and setting up myself and others on the team on a path to financial freedom to leave to our families. I would highly recommend KW to those agents who want to build a team or develop a successful business as a solo agent. There are countless avenues and doors that get opened when we apply the systems and tools offered."

-Jeff Mateja



"As top-producing agents at a boutique agency, we found ourselves regularly attending classes and training offered by KW Maine. By joining KW over 14 years ago, we allowed ourselves to be surrounded by the best and brightest in the business, not just in Maine but across the country. Since then, our business has grown from \$5M in sales volume to over \$60M. KW's local, national and international reach provides us with the right environment, coaching and personal growth opportunities to develop our business as we see fit. The alignment of our mission, vision and values has empowered us to create an abundant life for both ourselves and our team members while moving lives forward and positively impacting our community. With KW it's like knowing the weather forecast 3 days ahead of time where other agencies tell you what the weather was the day after."

-Scott & Sunny Townsend



"KW affords me the opportunity to run a small, local Maine boutique real estate brand that is backed by a global reach.

The KW Luxury brand understands the value required to underscore their position as leaders of the market. The elevated look of the KW Luxury brand paired with an exclusive, earn-in Luxury membership status brings that value to its agents. KW provides unsurpassed educational opportunities, limitless growth, and the support and guidance needed to achieve your goals. KW has provided me with the tools needed to live a life by design. It's a company of strong culture and innovation which is in alignment with the visions I hold. At the end of the day, your culture is your brand and nothing is more important to your business."

-Jasmine Pellerin



"When I decided to make real estate my full-time career, I had many years of business and sales experience, and I knew some successful real estate agents who gave me valuable advice. They all said basically the same thing: the three most important considerations when choosing a brokerage are training, training and training. I needed to learn the specifics about real estate that I didn't know, and the more I learned, the better I would do. KW had regular weekly trainings (if not daily) at the local Market Center free of charge, and no one else offered that. Once I joined KW Maine, I found that many very experienced and successful agents would give me advice, tips and answer my questions even though there was no financial incentive. Therefore, I guess in addition to being learning based, the culture of helping other agents is a major reason for my staying with KW, and I appreciate the opportunities to help other agents now that I have experience to share."

-Drew Stevens



"Keller Williams has meant growth and goal-setting for my business but also for my personal life as well. Sounds scary? It's not... as it's all wrapped up in a security blanket with top notch training, coaching and admin support to catch you, support you and cheer you on along the way. It's also about the colleagues and staff that become your friends and feel like family not just in your local office but nationwide. Now that I also live in Spain, I have connections across Europe! KW challenges you to be your best self whatever that means for you. They will even help you figure that out!"

-Bridgette Vermette



"I joined KW after experiencing two other real estate companies first. These experiences showed me exactly how I did not want to run a business. From my first impression of KW to this day, I am certain I made the right choice. KW gives you the freedom to be your own boss and excel as far as you want to go in the business. The support system that is at the tip of your fingers at all times is priceless!! From technology experts to private coaches and free classes, this company is perfect for every learning type, and every agent no matter where you are in your real estate career."

-Liz Walker-Feeny



"I chose Keller Williams Realty because it's the top agency in the world and the largest agency in the world, and quite simply I wanted to work with the best! I've gone from selling \$2M to over \$10M in real estate deals in the past two years."

-Francis Rodriguez



"As a Director Of Operations I was hired by Scott & Sunny Townsend, I never interviewed with different brokerages, so ultimately I didn't choose KW, Scott & Sunny did before I came on board. However, I do know that while they chose KW for multiple reasons, the primary one was training and education. It was KW that taught them how to bring on the right people (they hired me after all) with Career Visioning, it was KW that showed US the way to farm spectacularly, it was KW that showed and continues to show us what a culture of sharing and coming from abundance looks like, and it's KW that has guided us in building a thriving, successful business."

-Meghan McDonald



"I love being in business with Keller Williams! The company provides our agents top-notch training, an easy to use CRM, and there are plenty of opportunities for growth. We have an amazing staff and Associate Leadership Council, both of which are ready to assist and support our agents. I have been able to grow my business first on a team and then moved on to become a solo agent with the goal to grow my own team. KW has given me the support and the tools to help me see my vision and assist me on the right path to get there, all while I'm supporting my family and spending precious time with them. KW is a win-win and I am very blessed and grateful to be in business with such a great company."

-Lori Lavoie



"KW doesn't just help you be a better agent, their focus on growth helps you be a better version of you."

-Melissa Richter



"Although Keller Williams is a large corporate agency, the thing we love most is that it feels like a small local agency! KW offers a variety of ongoing trainings and resources for both new and seasoned agents, they promote and encourage volunteer opportunities (RED Day), and they have the "family" feel that we were looking for in a real estate agency. We couldn't be happier with our decision to join Keller Williams!"

-Denise and Scott Reiff



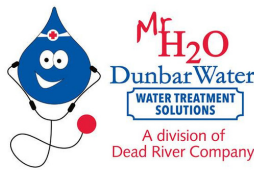
"After 20 years in real estate working for only two other companies in that time, I found my way to Keller Williams. After a couple of great conversations, I was ready to make the move. Any move always comes with a bit of nervousness and apprehension but within a few months I determined I have found my final company and my forever home. The move to KW has been the best career choice I've made in 25 years in my career."

-Kevin Fletcher

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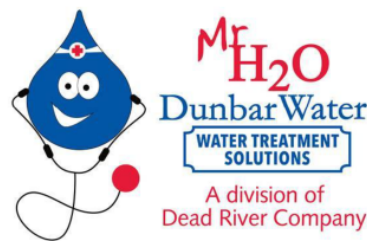


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