



## 2025 Events Master Calendar

**Market Center Events (MC)**   **NFL Agent Training (NFL)**   **MAPS**   **KWRI**

“Your business grows to the extent that you do.” Below is a list of all the major classes offered for the remainder of this year within Keller Williams. This is an opportunity to plan and build your 2025 growth plan that will support who you are becoming in your business in the year ahead!

### **FEBRUARY**

- **3rd<sup>th</sup> – Ignite After Hours Launch (MC), Zoom (Free)**  
6:00 PM – 8:00 PM  
Ignite is a boot camp style class that helps agents get into production fast, learn the fundamentals needed to launch their career, and understand how to succeed as a new, (or experienced) agent. Consisting of multiple sessions over 30 days, this month-long class will cover many of your biggest questions. Attending these sessions also gives you your post-license requirements as a new agent.  
<https://us02web.zoom.us/meeting/register/ID3X93X9QtqYwOxrTkdD7Q>  
(Code is 910 for CL (ENG) and 373 for CLII (LWR))
- **5<sup>th</sup> – 6<sup>th</sup> – Build a \$100K Pipeline in 90 Days, (KWRI) Zoom (FREE)**  
2:00 PM – 5:00 PM / 2:00 PM – 5:00 PM  
Dive head first into the electrifying world of the "4 Laws of Lead Generation." These aren't just principles; they're your ticket to success using your database.  
<https://events.kw.com/event/build-a-usd100k-pipeline-in-90-days-2-5-2025>
- **12<sup>th</sup> – 13<sup>th</sup> – Train the Presenter with Antoinette Perez (\$129-349 for One or Two day)**  
Oviedo Market Center, 59 Alafaya Woods Blvd Oviedo, FL 32765  
2:30 PM – 3:30 PM  
This interactive course will teach you how to deliver training classes in your Market Center. You will learn to master impactful teaching techniques and incorporate productivity-boosting activities into your sessions. Attendees will also learn how to effectively prepare and deliver presentations while giving and receiving valuable feedback to foster growth. This workshop is the first step toward becoming a KWU Approved Trainer—a great milestone for those passionate about training and leadership development.  
<https://www.eventbrite.com/e/train-the-presenter-with-antoinette-perez-tickets-1220278097639?aff=oddtcreator>
- **12<sup>th</sup> – Dive into the Details of DocuSign, (KWRI) (FREE)**  
Join us as we dive deep into DocuSign and learn to master the essentials and also unlock a treasure trove of tips and tricks for lightning-fast document management in your business.  
<https://app.acuityscheduling.com/schedule.php?owner=22359282&appointmentType=72029842>

- **13<sup>th</sup> – Be an Expert: Your Command Agent Suite (KWRI) (Free)**  
11:00 – 1:00 PM  
Unlock the full potential of your Command agent site with this expert-level training session. You'll learn to customize your agent site with advanced features and functionality, tailored to your unique business needs. This is not a beginner class—join only if you're prepared to elevate your knowledge and skillset to expert levels.  
[https://app.acuityscheduling.com/schedule/884e3abc/?appointmentTypeIds\[\]=72029886](https://app.acuityscheduling.com/schedule/884e3abc/?appointmentTypeIds[]=72029886)
- **13<sup>th</sup> – OP's Inner Circle with Brian Wentz, ZOOM (MC)**  
2:30 PM – 3:30 PM  
This monthly call is specifically for the top 10 agents in each Market Center. It serves as a mastermind session to discuss high-level topics in business and life that elevate leadership, thinking, and success.  
*Link By Invite Only*
- **17<sup>th</sup> – 21<sup>st</sup> – CEO Summit & KW Family Reunion, Las Vegas, NV (KWRI) (\$1,299)**  
One of two large yearly KW gatherings (conventions), KW Family Reunion delivers inspiring keynote speakers and targeted breakout sessions, Family Reunion is designed to bring you insight and information you can use now and throughout your career. From market updates to sales strategies, and economic forecasts to success stories, you'll learn from industry pioneers and renowned experts in real estate.  
<https://events.kw.com/event/family-reunion-2025>
- **27<sup>th</sup> – State of the Market Monthly Economic Update with Brian Wentz, OP, ZOOM (MC)**  
2:30 PM – 3:30 PM  
This monthly call reviews the economic conditions that impact our industry, both nationally and locally using up-to-the-moment data to assist you in consulting clients and making strategic decisions.  
<http://zoom.us/j/5157797677>

## **MARCH**

- **4<sup>th</sup> – 2025 Coastal Living Awards Ceremony (Save The Date!)**  
Venice Yacht Club 1330 Tarpon Center Drive Venice, FL 34285  
Save the date for the 2024 Coastal Living awards ceremony! More details TBA soon.
- **4<sup>th</sup> – Running your Business LIKE a Business (Tampa) - Bob Kalinski (NFL) (\$49)**  
1:00 PM -5:00 PM Stetson Law University, Tampa, FL  
Learn the mindset and system to ensure your business operates effectively and like a business.  
<https://www.eventbrite.com/e/running-your-business-like-a-business-tampa-tickets-1220269542049?aff=oddtcreator>
- **5<sup>th</sup> – Running your Business LIKE a Business (Orlando)- Bob Kalinski, (NFL) (Free)**  
9:00 AM – 1:00 PM, Orlando, FL (Location TBD)  
Learn the mindset and system to ensure your business operates effectively and like a business.  
<https://www.eventbrite.com/e/running-your-business-like-a-business-orlando-tickets-1220272541019?aff=oddtcreator>
- **5<sup>th</sup> – 6<sup>th</sup> – Build a \$100K Pipeline in 90 Days, (KWRI) Zoom (FREE)**

2:00 PM – 5:00 PM / 2:00 PM – 5:00 PM

Dive head first into the electrifying world of the "4 Laws of Lead Generation." These aren't just principles; they're your ticket to success using your database.

<https://events.kw.com/event/build-a-usd100k-pipeline-in-90-days-3-5-2025>

- **22<sup>nd</sup> – From Pipeline to Profit: Manage Your Transactions from Cultivate to Close, (KWRI) ZOOM**  
3:00 – 4:30 PM

Learn how to utilize Command to track and manage your transactions. Dive into the Command Opportunities tool, arming you with the ultimate weapon to conquer transaction management.

<https://events.kw.com/event/from-pipeline-to-profit-manage-your-transactions-from-cultivate-to-close-3-11-2025>

- **11<sup>th</sup> – Digital Profit Camp – (KWRI), Zoom (\$99)**  
**9:00 AM – 4:00 PM**

Profit Camp helps you take control of your finances and change how you think about money. By focusing first on your big “why” and the profit you need to fund it, you’ll learn how to build a profitable business that supports a purposeful life.

<https://events.kw.com/event/profit-camp-Mar25>

- **12<sup>th</sup> – 13<sup>th</sup> – Train the Presenter with Antoinette Perez, (NFL), (Small Registration Fee)**  
9:00 AM – 4:30 PM / 9:00 AM – 4:30 PM

As agents, we present for a living. This hands-on class is for anyone who wants to improve their presentation skills or develop skills to be an effective classroom trainer and is especially good for ALC members and MC trainers. Learn how to internalize KWU Tools and Standards, practice teaching techniques to enhance your training skills, and incorporate activities into the learning experience.

<https://www.kwnorthflorida.com/events>

- **12<sup>th</sup> – 13<sup>th</sup> – Dive into the Details of DocuSign, (KWRI) (FREE)**

Join us as we dive deep into DocuSign and learn to master the essentials and also unlock a treasure trove of tips and tricks for lightning-fast document management in your business.

<https://events.kw.com/event/dive-into-the-details-of-docusign-3-12-2025>

- **17<sup>th</sup> – 28<sup>th</sup> – Small Steps, Big Results: Command Your Success in 30 Minutes, (KWRI) (FREE)**

2:00 – 2:30 ET daily on the 17<sup>th</sup>, 18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup>, 21<sup>st</sup>, 24<sup>th</sup>, 25<sup>th</sup>, 26<sup>th</sup>, 27<sup>th</sup> & 28<sup>th</sup>

For both new agents and seasoned veterans who are command rookies, this half-hour set of sessions will show you a whirlwind of command secrets and show you how small, strategic steps in command will yield significant results in your business.

<https://events.kw.com/event/small-steps-big-results-command-your-success-in-30-minutes-3-17-2025>

- **20<sup>th</sup> – 21<sup>st</sup> – Train the Trainer Advanced, KWRI Learning Center, Austin, TX (KWRI) (\$359)**

8:30 AM – 5:00 PM CT

Train the Trainer Advanced workshop is designed for individuals passionate about creating learning experiences that engage, educate, and inspire action. The advanced workshop is intended for those interested in pursuing certification, or those looking to advance their training skills.

<https://events.kw.com/event/train-the-trainer-advanced-Mar25>

- **27<sup>th</sup> – KWRI Top Producer Masterminds, (KWRI) Zoom (Free)**

10:15 - 11:45: Top Individual Agents (\$500K+ GCI)

12:00 – 1:30: Top Teams & Groups (\$1.5MM + GCI)

1:45 – 3:15: Business (\$3.6MM+ GCI)

3:30 – 5:00: MREA Agents (\$1MM+ GCI)

5:15 – 6:45: Cappers (Any agent who capped)

The Top Producer Masterminds provide a platform for top-performing agents, teams, and groups to come together and engage in discussions, collaborative problem-solving, and knowledge-sharing on important industry-related topics. Masterminds are hosted by Gary Keller, Jason Abrams, and Jay Papasan and held in person and digitally throughout the year. Members will be invited to masterminds for the year, receive a monthly newsletter, and are invited to join a Facebook community group. Based on GCI from November 1<sup>st</sup>, 2023 to October 31, 2024.

Link TBA

- **29<sup>th</sup> – 30<sup>th</sup> – MAPS Coaches Skills Camp, (KWRI) Learning Center, Austin, TX (\$799)**

9:00 AM – 8:00 PM / 9:00 AM – 2:00 PM

Learn to think like a coach and build lifelong skills that yield long-term benefits for your clients, teams, family, and yourself!

<https://events.kw.com/event/coaching-skills-camp-Jan25>

## **APRIL**

- **2<sup>nd</sup> – 3<sup>rd</sup> – Build a \$100K Pipeline in 90 Days, (KWRI) Zoom (FREE)**

2:00 PM – 5:00 PM / 2:00 PM – 5:00 PM

Dive head first into the electrifying world of the "4 Laws of Lead Generation." These aren't just principles; they're your ticket to success using your database.

<https://events.kw.com/event/build-a-usd100k-pipeline-in-90-days-4-2-2025>

- **7<sup>th</sup> – 11<sup>th</sup> – Onward BOLD Launches in Sarasota THIS Week, Location TBD (MAPS) (\$799)**

9:30 AM – 3:30 PM for 7 weeks (on the same weekday)

Rewritten for today's agent working in today's market Onward BOLD helps you raise your level of productivity as an agent so you can build a sustainable, predictable, and profitable business. You'll learn how to optimize your database and level up your sales presentations, open houses, and events. Onward BOLD will also dive into key topics that help you thrive as an entrepreneur, including personal branding, social media content creation, money management, wealth-building, resiliency, and gratitude practices. With built-in accountability, BOLD puts you on the path to consistent achievement.

Link TBA

- **10<sup>th</sup> – 11<sup>th</sup> – Mega Agent Mastermind North Florida – Orlando (NFL) (Small Registration Fee)**

9:00 AM – 4:00 PM:

Mega Agent Mastermind with guest speaker to be announced in Orlando. Mingle and connect with other top agents across the region to learn and build referral relationships.

<https://www.kwnorthflorida.com/>

- **8<sup>th</sup> – From Pipeline to Profit: Manage Your Transactions from Cultivate to Close, (KWRI) ZOOM**

3:00 – 4:30 PM

Learn how to utilize Command to track and manage your transactions. Dive into the Command Opportunities tool, arming you with the ultimate weapon to conquer transaction management.

<https://events.kw.com/event/from-pipeline-to-profit-manage-your-transactions-from-cultivate-to-close-4-8-2025>

- **9<sup>th</sup> – 10<sup>th</sup> – Dive into the Details of DocuSign, (KWRI) (FREE)**

Join us as we dive deep into DocuSign and learn to master the essentials and also unlock a treasure trove of tips and tricks for lightning-fast document management in your business.

<https://events.kw.com/event/dive-into-the-details-of-docusign-4-9-2025>

- **15<sup>th</sup> – Be an Expert: Your Command Agent Suite (KWRI), (Free)**

3:00 – 4:00 PM

This hands-on training session will help you set up your newly enhanced KW Command agent site with ease. The Tech Training Team will guide you through the new functionalities within Command, ensuring you're set up and ready to excel with your agent site.

<https://events.kw.com/event/your-new-command-agent-site-4-15-2025>

- **16<sup>th</sup> – Be an Expert: Your Command Agent Suite (KWRI) (Free)**

11:00 – 1:00 PM

Unlock the full potential of your Command agent site with this expert-level training session. You'll learn to customize your agent site with advanced features and functionality, tailored to your unique business needs. This is not a beginner class—join only if you're prepared to elevate your knowledge and skillset to expert levels.

<https://events.kw.com/event/be-an-expert-your-command-agent-site-4-16-2025>

- **23<sup>rd</sup> – 24<sup>th</sup> Leverage Series with Regional Director, Georgia Alpizar (Career Visioning, 30-60-90 & Success Through Others) Tampa, FL Stetson Law Center (NFL) (\$249 or less)**

9:00 AM – 5:00 PM / 9:00 AM – 4:00 PM

Great businesses succeed in direct proportion to the talent they bring on board. The Leverage Series provides proven systems to ensure that the best and the brightest – the talent most likely to succeed in the role – join your team or Market Center and take your business to the next level. The Leverage Series is a series of three leadership training courses – Career Visioning, 30-60-90, and Success Through Others – which empower you to find, train and lead talent.

<https://www.kwnorthflorida.com/>

## **MAY**

- **2<sup>nd</sup> – Team One with Gene Rivers, North Florida Region, Orlando (NFL) (\$99 or less)**

9:00 AM – 5:00 PM

This class is designed for agents wanting to build a team doing more than 100 units per year. Gene's team has sold thousands of homes and he will share best practices and systems he acquired on his journey to help you go further faster.

<https://www.kwnorthflorida.com/>

- **7<sup>th</sup> – 8<sup>th</sup> – Build a \$100K Pipeline in 90 Days, (KWRI) Zoom (FREE)**

2:00 PM – 5:00 PM / 2:00 PM – 5:00 PM

Dive head first into the electrifying world of the "4 Laws of Lead Generation." These aren't just principles; they're your ticket to success using your database.

<https://events.kw.com/event/build-a-usd100k-pipeline-in-90-days-5-7-2025>

- **8<sup>th</sup> – KW RED Day Internationally (MC)**

9:00 AM – 4:00 PM

Since May of 2009 our entire company – from the U.S. and Canada to our family abroad – sets aside the second Thursday of the month to Renew, Energize, and Donate within the communities we serve. Join your Market Center in a day of giving back to our community!

- **13<sup>th</sup> – From Pipeline to Profit: Manage Your Transactions from Cultivate to Close, (KWRI) ZOOM**

3:00 – 4:30 PM

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<https://events.kw.com/event/from-pipeline-to-profit-manage-your-transactions-from-cultivate-to-close-5-13-2025>

- **13<sup>th</sup> – 15<sup>th</sup> – MEGA Leadership Camp, Anatole Hotel, Dallas, TX (KWRI) (\$549 or Free for MAPS Mastery Clients)**  
9:00 AM – 5:00 PM Daily  
Join your family of leaders and home in on the strategies and models that help you focus on success in your role and build unstoppable teams. From time management and technology to talent development and culture, MLC is about hands-on to strengthen your skills and expand your impact as a leader. Agents or ALC may attend if interested in leadership roles or learning more about the focus of Leadership in your MC.  
<https://events.kw.com/event/mega-leadership-camp-2025>
- **13<sup>th</sup> – 15<sup>th</sup> – Dive into the Details of DocuSign, (KWRI) (FREE)**  
Join us as we dive deep into DocuSign and learn to master the essentials and also unlock a treasure trove of tips and tricks for lightning-fast document management in your business.  
<https://events.kw.com/event/dive-into-the-details-of-docusign-5-14-2025>
- **17<sup>th</sup> – Digital Profit Camp – (KWRI), Zoom (\$99)**  
**9:00 AM – 4:00 PM**  
Profit Camp helps you take control of your finances and change how you think about money. By focusing first on your big “why” and the profit you need to fund it, you’ll learn how to build a profitable business that supports a purposeful life.  
<https://events.kw.com/event>
- **19<sup>th</sup> – 30<sup>th</sup> – Small Steps, Big Results: Command Your Success in 30 Minutes, (KWRI) (FREE)**  
2:00 – 2:30 ET daily on the 19<sup>th</sup>, 20<sup>th</sup>, 21<sup>st</sup>, 22<sup>nd</sup>, 23<sup>rd</sup>, 26<sup>th</sup>, 27<sup>th</sup>, 28<sup>th</sup>, 29<sup>th</sup>, & 30<sup>th</sup>.  
For both new agents and seasoned veterans who are command rookies, this half-hour set of sessions will show you a whirlwind of command secrets and show you how small, strategic steps in command will yield significant results in your business.  
<https://events.kw.com/event/small-steps-big-results-command-your-success-in-30-minutes-5-19-2025>
- **20<sup>th</sup> – Be an Expert: Your Command Agent Suite (KWRI) (Free)**  
11:00 – 1:00 PM  
Unlock the full potential of your Command agent site with this expert-level training session. You'll learn to customize your agent site with advanced features and functionality, tailored to your unique business needs. This is not a beginner class—join only if you're prepared to elevate your knowledge and skillset to expert levels.  
<https://events.kw.com/event/be-an-expert-your-command-agent-site-5-22-2025>
- **29<sup>th</sup> – 30<sup>th</sup> – MAPS Coaches Skills Camp, KWRI Learning Center, Austin, TX (KWRI) (\$799)**  
9:00 AM – 8:00 PM / 9:00 AM – 2:00 PM  
Learn to think like a coach and build lifelong skills that yield long-term benefits for your clients, teams, family, and yourself! This experiential course is packed with practical exercises to help you learn the fundamental tools and techniques of coaching, why they work, and how to integrate them into your role, your business, and your life. In CSC, you'll get to the heart of effective communication, goal-setting, and accountability. These tools will help you overcome roadblocks and achieve new performance levels  
<https://events.kw.com/event/coaching-skills-camp-may25>

## **JUNE**

- **12<sup>th</sup> – 14<sup>th</sup> – Quantum Leap Summit for Young Adults In Person AND Digital, Austin TX (KWRI) (\$99-\$249)**

5:00 – 7:00 PM / 9:00 AM – 5:00 PM / 9:00 AM – 1:00 PM

Designed for leaders, entrepreneurs, and big thinkers 18-29, this 3-day in-person or 1-day virtual event is for you! You'll connect with like-minded individuals from across North America, spend a day learning from Gary Keller—billionaire and founder of Keller Williams Realty International—and get the opportunity to work directly alongside successful business leaders to create a roadmap for your future. QL Summit will help you gain an edge to tackle your life mission. You'll leave with actionable tools to make better decisions, overcome obstacles, and accelerate your results in all areas of life.

<https://kwnextgen.org/ql-summit/>

- **26<sup>th</sup> – 27<sup>th</sup> – Leverage Series with CEO Mark Willis (Career Visioning, 30-60-90 & Success Through Others), KWRI Learning Center, Austin TX (KWRI) (\$249)**

9:00 AM – 5:00 PM Daily

Great businesses succeed in direct proportion to the talent they bring on board. The Leverage Series provides proven systems to ensure that the best and the brightest – the talent most likely to succeed in the role – join your team or Market Center and take your business to the next level. The Leverage Series is a series of three leadership training courses – Career Visioning, 30-60-90, and Success Through Others – which empower you to find, train and lead talent.

<https://events.kw.com/event/leverage-series>

## **JULY**

- **9<sup>th</sup> - 10<sup>th</sup> – Leverage Series with Regional Director, Georgia Alpizar (Career Visioning, 30-60-90 & Success Through Others) Jacksonville, FL (NFL) (\$249 or less)**

9:00 AM – 5:00 PM / 9:00 AM – 4:00 PM

Great businesses succeed in direct proportion to the talent they bring on board. The Leverage Series provides proven systems to ensure that the best and the brightest – the talent most likely to succeed in the role – join your team or Market Center and take your business to the next level. The Leverage Series is a series of three leadership training courses – Career Visioning, 30-60-90, and Success Through Others – which empower you to find, train and lead talent.

<https://www.kwnorthflorida.com/>

- **9<sup>th</sup> - 11<sup>th</sup> – MAPS Models, KWRI Learning Center (KWRI) (\$249 or less)**

9:00 AM – 5:00 PM

Keller Williams has models spread across books, classes, and one pager's. This class will deep dive into all the KW models in one session and one manual. and explore alternate ways to use the models in your business and life. This class has been rewritten by Gary Keller.

<http://events/kw.com>

- **24<sup>th</sup> – KWRI Top Producer Masterminds, (KWRI) Zoom (Free)**

10:15 - 11:45: Top Individual Agents (\$500K+ GCI)

12:00 – 1:30: Top Teams & Groups (\$1.5MM + GCI)

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monthly newsletter, and are invited to join a Facebook community group. Based on GCI from November 1<sup>st</sup>, 2023 to October 31, 2024.

Link TBA

## **AUGUST**

- **11<sup>th</sup> – 14<sup>th</sup> – Mega Agent Camp 2025, San Antonio, Henrey Gonzalez Convention Center (KWRI) (\$999 or Free for MAPS Mastery clients)**  
8:00am – 5:00 pm Daily  
Mega Agent Camp is real estate's leading agent education and training event. Designed for agents at every level, MAC centers on lively main-stage conversations with top-producing agents from across KW – moderated by Gary Keller and KW leaders. More than a conference, MAC is a celebration of learning and culture, with keynotes, receptions, exhibits, and events that empower you to build and grow the business of your dreams.  
<https://events.kw.com/event/mega-agent-camp-2025>

## **SEPTEMBER**

- **10<sup>th</sup> – 11<sup>th</sup> – Train the Trainer Advanced with Antoinette Perez, (NFL), Orlando SW MC (\$99)**  
8:30 AM – 5:00 PM ET / 8:30 AM – 5:00 PM ET  
Train the Trainer Advanced workshop is designed for individuals passionate about creating learning experiences that engage, educate, and inspire action. The advanced workshop is intended for those interested in pursuing certification, or those looking to advance their training skills.  
<https://www.kwnorthflorida.com/>
- **15<sup>th</sup> – 16<sup>th</sup> – MAPS Coaches Skills Camp, KWRI Learning Center, Austin, TX (MAPS) (\$799)**  
9:00 AM – 8:00 PM / 9:00 AM – 2:00 PM  
Learn to think like a coach and build lifelong skills that yield long-term benefits for your clients, teams, family, and yourself! This experiential course is packed with practical exercises to help you learn the fundamental tools and techniques of coaching, why they work, and how to integrate them into your role, your business, and your life. In CSC, you'll get to the heart of effective communication, goal-setting, and accountability. These tools will help you overcome roadblocks and achieve new performance levels  
<https://events.kw.com/event/coaching-skills-camp-sept25>
- **18<sup>th</sup> – 19<sup>th</sup> – Quantum Leap for Adults w/ Gary Keller, KWRI Learning Center Austin, TX (KWRI) (\$249)**  
9:00 AM – 5:00 PM / 9:00 AM – 5:00 PM  
Spend the day with Gary Keller exploring life choices, business models and how to lead an intentional life. This life-changing class is based on the success and failure Gary experienced in business and life and what he learned from both.  
<https://events.kw.com/event>
- **25<sup>th</sup> – KWRI Top Producer Masterminds, (KWRI) Zoom (Free)**  
10:15 - 11:45: Top Individual Agents (\$500K+ GCI)  
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Link TBA

## **OCTOBER**

- **6<sup>th</sup> – 10<sup>th</sup> – Onward BOLD Launches in Sarasota THIS Week, Location TBD (MAPS) (\$799)**

9:30 AM – 3:30 PM for 7 weeks (on the same weekday)

Rewritten for today's agent working in today's market Onward BOLD helps you raise your level of productivity as an agent so you can build a sustainable, predictable, and profitable business. You'll learn how to optimize your database and level up your sales presentations, open houses, and events. Onward BOLD will also dive into key topics that help you thrive as an entrepreneur, including personal branding, social media content creation, money management, wealth-building, resiliency, and gratitude practices. With built-in accountability, BOLD puts you on the path to consistent achievement.

Link TBA

- **22<sup>th</sup> – 23<sup>rd</sup> – North Florida ALC Clinic in Orlando, FL (NFL) (Free)**

9:00 AM – 5:00 PM 22<sup>nd</sup> for Leadership / 9:00 AM – 4:00 PM 23<sup>rd</sup> for ALC & Potential ALC members

In this results-oriented course, Associate Leadership Council (ALC) members work with their leadership teams to construct strategies that will lead to their success as businesspeople and as leaders in their market center.

Link TBA

- **25<sup>th</sup> – 27<sup>th</sup> – North & South Florida Luxury Symposium West Palm Beach, FL (KWRI) (\$1,950)**

Schedule TBA

Luxury Symposium 2025: Where Visionaries Shape the Future of Luxury Real Estate. Join us at the iconic PGA National Resort in Palm Beach Gardens, Florida. Set against the stunning backdrop of South Florida, every session, conversation, and moment is designed to propel you and your business forward. Connect with top luxury agents and learn from national and international business and luxury thought leaders. From the receptions to the dynamic sessions, this event promises to be an essential experience for those looking to excel in Luxury real estate, business, and life.

<https://na.eventscloud.com/ereg/index.php?eventid=818128&>

## **NOVEMBER**

- **13<sup>th</sup> – MREA Business Planning Clinic, Gene Rivers, Orlando FL (NFL) (\$49)**

9:00 AM – 4:30 PM

This business clinic focuses on the four key business models – the Economic Model, the Lead Generation Model, the Budget Model, and the Organizational Model. The MREA: Business Planning Clinic is designed to help you and/or your team implement systems to set up your business for the next year. Learn how to focus your efforts on the key activities that will make a difference in growing it.

<https://www.kwnorthflorida.com/>

- **18<sup>th</sup> – Q4 Digital Profit Camp – (KWRI), Zoom (\$99)**

9:00 AM – 4:00 PM

Profit Camp helps you take control of your finances and change how you think about money. By focusing first on your big “why” and the profit you need to fund it, you’ll learn how to build a profitable business that supports a purposeful life.

<https://events.kw.com>

## **DECEMBER**

- **3rd – KWRI Top Producer Masterminds, (KWRI) Zoom (Free)**

10:15 - 11:45: Top Individual Agents (\$500K+ GCI)

12:00 – 1:30: Top Teams & Groups (\$1.5MM + GCI)

1:45 – 3:15: Business (\$3.6MM+ GCI)

3:30 – 5:00: MREA Agents (\$1MM+ GCI)

5:15 – 6:45: Cappers (Any agent who capped)

The Top Producer Masterminds provide a platform for top-performing agents, teams, and groups to come together and engage in discussions, collaborative problem-solving, and knowledge-sharing on important industry-related topics. Masterminds are hosted by Gary Keller, Jason Abrams, and Jay Papasan and held in person and digitally throughout the year. Members will be invited to masterminds for the year, receive a monthly newsletter, and are invited to join a Facebook community group. Based on GCI from November 1<sup>st</sup>, 2023 to October 31, 2024.

Link TBA

- **4<sup>th</sup> – MREA Business Planning Clinic, Gene Rivers, Stetson Law University, Tampa FL (NFL) (\$49)**

9:00 AM – 4:30 PM

This business clinic focuses on the four key business models – the Economic Model, the Lead Generation Model, the Budget Model, and the Organizational Model. The MREA: Business Planning Clinic is designed to help you and/or your team implement systems to set up your business for the next year. Learn how to focus your efforts on the key activities that will make a difference in growing it.

<https://www.kwnorthflorida.com/>

- **4<sup>th</sup> – 5<sup>th</sup> – MAPS Coaches Skills Camp 2.0, KWRI Learning Center, Austin, TX (MAPS) (\$799)**

9:00 AM – 8:00 PM / 9:00 AM – 2:00 PM

Must have taken Coaches Skills Camp previously. Learn to think like a coach and build lifelong skills that yield long-term benefits for your clients, teams, family, and yourself!

<https://events.kw.com/event/advanced-coaching-skills-camp-dec25>