



MARCH 2023 CAMPUS CALENDAR

SUNDAY		MONDAY		TUESDAY		WEDNESDAY			THURSDAY			FRIDAY			SATURDAY	
						1 COMMAND YOUR DAY 9-10 AM			2 COMMAND YOUR DAY 9-10 AM			3 COMMAND YOUR DAY 9-10 AM			4	
						NEW AGENT ORIENTATION WORKSHOP (IN PERSON ONLY) 1:00 PM – 3:00 PM			KWPP INFO SESSION 5:00 PM (IN PERSON)			WEEKLY BOLD RECAP 12:00 PM				
						TAKE COMMAND WITH JACK & ZACK 3:00 PM – 4:00 PM										
5		6 COMMAND YOUR DAY 9-10 AM		7 COMMAND YOUR DAY 9-10 AM		8 COMMAND YOUR DAY 9-10 AM			9 COMMAND YOUR DAY 9-10 AM			10 COMMAND YOUR DAY 9-10 AM			11	
		KWPP STAKEHOLDER TOWN HALL 11:00 AM – 12:00 PM		BOLD STEP FIVE: LEAD GENERATION BY DESIGN 9:00 AM – 2:30 PM		2023 REGIONAL ROUNDTABLES (COLLEGE PARK MARRIOTT HOTEL & CONFERENCE CENTER) 10:30 AM – 2:00 PM REGISTER HERE			PGCAR NEW MEMBER ORIENTATION 10:00 AM – 12:00 PM (VIA ZOOM)			SMAR NEW MEMBER ORIENTATION 9:00 AM			TECH UPDATE Q&A w/ PAT LONG & EMERICK A. PEACE 9:30 AM – 11:30 AM (IN PERSON ONLY)	
				KWPP INFO SESSION 5:00 PM					ALC MEETING (OPEN TO ALL) (IN PERSON ONLY) 1:00 PM – 2:30 PM			GCAAR NEW MEMBER ORIENTATION 10:00 AM – 11:30 AM (VIRTUAL)				
				MD BUYER CONTRACT – MAKING YOUR BUYER CUSTOMERS YOUR CLIENTS w/ RACHEL JEFFERIES 5:30 PM – 7:30 PM								WEEKLY BOLD RECAP 12:00 PM				
				OPERATION P.U.S.H. BOLD ENCORE 5:45 PM												
12		13 COMMAND YOUR DAY 9-10 AM		14 COMMAND YOUR DAY 9-10 AM		15 COMMAND YOUR DAY 9-10 AM			16 COMMAND YOUR DAY 9-10 AM			17 COMMAND YOUR DAY 9-10 AM			18	
		MARCH STAKEHOLDERS MEETING 6:00 PM – 7:30 PM		BOLD STEP SIX: APPOINTMENTS BY DESIGN 9:00 AM – 2:30 PM		NEW AGENT ORIENTATION WORKSHOP (IN PERSON ONLY) 1:00 PM – 3:00 PM			KWPP INFO SESSION 5:00 PM (IN PERSON)			WEEKLY BOLD RECAP 12:00 PM				
				KWPP INFO SESSION 5:00 PM		ALL YOU NEED TO KNOW ABOUT MD SALES CONTRACT READY, SET, WRITE! w/ RACHEL JEFFERIES 1:30 PM – 3:30 PM			REVERSE BOLD 100 w/ JAMAL DANIELS 6:00 PM – 8:00 PM (IN PERSON ONLY)							
				ALL YOU NEED TO KNOW ABOUT MD SALES CONTRACT READY, SET, WRITE! w/ RACHEL JEFFERIES 5:30 PM – 7:30 PM												
				OPERATION P.U.S.H. BOLD ENCORE 5:45 PM												
19		20 COMMAND YOUR DAY 9-10 AM		21 COMMAND YOUR DAY 9-10 AM		22 COMMAND YOUR DAY 9-10 AM			23 COMMAND YOUR DAY 9-10 AM			24 COMMAND YOUR DAY 9-10 AM			25	
		PROFESSIONAL HEADSHOTS (ALL DAY)		BOLD STEP SEVEN: LEGACY BY DESIGN 9:00 AM – 2:30 PM		THE NAME OF THE GAME MD LISTING CONTRACT w/ RACHEL JEFFERIES 1:30 PM – 3:30 PM			MONTHLY CAPPER MASTERMIND featuring OPS BADASS w/ JUMOKE AKIOSI 2:00 PM – 4:00 PM			WEEKLY BOLD RECAP 12:00 PM			DUNKIN YOUR DATABASE 9:30 AM – 11:30 AM (IN PERSON ONLY)	
		KWPP STAKEHOLDER TOWN HALL 11:00 AM – 12:00 PM				PGC MARKET REVIEW & AREA DEVELOPMENT w/ JASON FENWICK 4:00 PM – 5:00 PM			ENERGY EFFICIENCY GRANTS & LOANS PROGRAM w/ THE DEI COMMITTEE 6:00 PM – 7:30 PM							
		GROW YOUR PROFIT SHARE TREE w/ JAMAL DANIELS 1:00 PM – 2:30 PM		FINANCIAL PLANNING COMMITTEE MEETING 6:00 PM – 7:30 PM (HYBRID)												
		HOW TO NURTURE YOUR CLIENTS USING SMART PLANS w/ SAMANTHA PORTER 6:00 PM – 8:00 PM		OPERATION P.U.S.H. BOLD ENCORE 5:45 PM												
26		27 COMMAND YOUR DAY 9-10 AM		28 COMMAND YOUR DAY 9-10 AM		29 COMMAND YOUR DAY 9-10 AM			30 COMMAND YOUR DAY 9-10 AM			31 COMMAND YOUR DAY 9-10 AM				
		KWPP STAKEHOLDER TOWN HALL 11:00 AM – 12:00 PM		201+ CLUB ROADSHOW 11:00 AM – 1:00 PM (BOLD ROOM)		GET ON BOARD WITH DC SALES & AGENCY w/ RACHEL JEFFERIES 1:30 PM – 3:30 PM			KWPP INFO SESSION 5:00 PM (IN PERSON)							
				KWPP INFO SESSION 5:00 PM					PGCAR AWARDS @MARTINS CROSSWINDS (TICKETS REQUIRED) 6:00 PM							
		BROKER CONVERSATIONS w/ PAT LONG, KAYREN JAN'ICE BENJAMIN & RACHEL JEFFERIES 6:30 PM – 7:30 PM		GET ON BOARD WITH DC SALES & AGENCY w/ RACHEL JEFFERIES 5:30 PM – 7:30 PM		LEAD GENERATE WITH YOUTUBE w/ TATIYANA HODGES 6:00 PM – 7:00 PM										
		OPERATION P.U.S.H. 5:45 PM		NEW AGENT ORIENTATION WORKSHOP (IN PERSON ONLY) 6:00 PM – 8:00 PM			SMAR AWARDS 6:00 PM (TICKETS REQUIRED)									
KEY	KWPP STAKEHOLDER MEETINGS		ALC	CONTRACT EDUCATION	BOLD	MASTERMIND & MINDSET	TECHNOLOGY & COMMAND	CAPPERS ONLY	BUSINESS & MONEY	RECRUITING & ONBOARDING	PREFERRED VENDOR	MD/DC REGION & KWRI	ASSOCIATIONS	GROWTH & DEVELOPMENT		