

MARCH 2024 CAMPUS CALENDAR

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		ELLEK VVILLIÆIYI REFERRED PROPERTIES	> ₀	IVI A	AKCH	2024 (S CAL	CALENDAR			240-737-5000 frontdesk460@kw.com			
SUNDAY		IONDAY		TUESDAY		WEDNE	ESDAY		THURSDAY		FRII	DAY	SAT	URDAY
VISIT WWW.	(WPPCAMPUS.CO	OM TO ACCESS T	HE CALENDA	.R							1 COMMAND YOUR DA	Y 9-10AM (VIRTUAL)	2	
3	4		5 COMMAND	YOUR DAY 9-10AM (VIRTUAL)	6 COMMAND YOUR DA	Y 9-10AM (VIRTUAL)	7 COMMAND YOU	R DAY 9-10AM (VIRT	UAL)	8 COMMAND YOUR DA	Y 9-10AM (VIRTUAL)	9	
		ONEY MONDAY		KWPP INFO SESSION (VIRTUAL) 5—7 PM		BOLD—6TH STEP (IN PERSON) 9 AM— 2 PM KWPP INFO SESSION (IN PERSON) 5—7 PM		ERSON)						
	BOLD RECAP, SCRIPTS, ROLE PLAY & LEAD GENERATION (IN PERSON) 9—10 AM		CUS	'ER CONTRACT—MA BUYER STOMERS YOUR CLI RACHEL JEFFERIE (VIRTUAL) 5:30—7:30	ENT W/	MD BUYER CONTRACT—MAKING YOUR BUYER CUSTOMERS YOUR CLIENT W/ RACHEL JEFFERIES		VALUE2: HOW TO ARTICULATE YOUR VALUES TO YOUR CLIENT (VIRTUAL) 1—5 PM						
	KWPP TOWNHALL MEETING (VIRTUAL) 11 AM—12 PM		OPERATION: PUSH (IN PERSON) 5:45—7 PM TOPIC: OPEN HOUSE BLITZ PREP		(VIRTUAL) 1:30—3:30 PM		MD / DC REGIONAL AWARDS & FR 2024 RECAP 4—7 PM MERRIWEATHER LAKEHOUSE 10209 WINCOPIN CIR. COLUMBIA, MD, 21044							
10	11		12 COMMAND	12 COMMAND YOUR DAY 9-10AM (VIRTUAL)		13 COMMAND YOUR DAY 9-10AM (VIRTUAL)		14 COMMAND YOUR DAY 9-10AM (VIRTUAL)		15 COMMAND YOUR DAY 9-10AM (VIRTUAL) 16				
			F	PROFIT CAMP (VIRTUAL) 2—5 PM KWPP INFO SESSION (VIRTUAL) 5—7 PM		9 AM—	—7TH STEP (IN PERSON) 9 AM— 2 PM KWPP INFO SESSION (IN PERSON)		ERSON)			201	· CLUB	
						MANDATORY NEW AGENT ORIENTATION (IN PERSON) 1 –3 PM		5—7 PM				MONTHL	+ CLUB LY CHECK IN RKSHOP	
	MEGA MONEY MONDAY COMMAND YOUR DAY: BOLD RECAP, SCRIPTS, ROLE PLAY & LEAD GENERATION (IN PERSON) 9—10 AM		ALL \	ALL YOU NEED TO KNOW ABOUT MOGALES OTN FACS W/ FOR MELL I FYE R 1:3 (AFT LL) 5:30 7.50 PM		ALL YOU NEED TO KNOW ABOUT MD SALES CONTRACTS W/ RACHEL JEFFERIES (VIRTUAL) 1:30—3:30 PM THE IMPACT OF AI IN REAL ESTATE MARKET & HOW YOU CAN USE IT TO YOUR BUINESS W/ JASON FENWICK (VIRTUAL) 3—4 PM OPERATION: PUSH (IN PERSON) 5:45—7 PM TOPIC: OPEN HOUSE BLITZ PREP		201+ CLUB MONTHLY CHECK IN WORKSHOP (IN PERSON) 6 – 7:30 PM				(IN P	PERSON) 11:30 AM	
			KWPP	KWPP STAKEHOLDERS MEETING FR 2024 RECAP (HYBRID) 6 – 8 PM							G&D SUPER SATURDA' OPEN HOUSE BLITZ PRI (IN PERSON)			
											11:30 AM—1:30 F			*
17	18 COMMAND YOUR DAY 9-10AM (VIRTUAL)			19 COMMAND YOUR DAY 9-10AM (VIRTUAL)			20 COMMAND YOUR DAY 9-10AM (VIRTUAL)		21 COMMAND YOUR DAY 9-10AM (VIRTUAL)		22 COMMAND YOUR D	AY 9-10AM (VIRTUAL	.) 23	
	(\	VNHALL MEETING VIRTUAL) AM—12 PM	KWF	PP INFO SESSION (VI 5—7 PM	IRTUAL)	INVESTMENT DIVISION SESSION W/ FRANK GODFREY & ODEE DAWODU (VIRTUAL) 6 – 7:30 PM		CAPPER MASTERMIND (IN PERSON) 1 – 3 PM						
		W/RENTALS TELLON 2-1 PM	THE NA CONTF	AME OF THE GAME: N RACTS W/ RACHEL J (VIRTUAL) 5:30—7:30 PM	MD LISTING EFFERIES			KWPP INFO SESSION (IN PERSON) 5—7 PM					OUSE BLITZ PEN HOUSE)	
	DELOR	PATH TO GET PAID W/ DELORES THOMPSON 1– 2 PM (VIRTUAL)		ERATION: PUSH (IN P 5:45—7 PM OPIC: OPEN HOUSE I		THE NAME OF THE GAME: MD LISTING CONTRACTS W. CATHELL IF FEIRIES 1:29—5:30 PM		PGCAR AWARDS GALA 6—10 PM MARTIN'S CROSSWINDS 7400 GREENWAY CENTER DR.		10 AM - ONWARDS			ONWARDS	
24		L) 26 COMMAND	YOUR DAY 9-10AM	(VIRTUAL)	27 COMMAND YOUR DAY 9-10AM (VIRTUAL)		28 COMMAND YOUR DAY 9-10AM (VIRTUAL)		29 COMMAND YOUR D	AY 9-10AM (VIRTUAL	30			
	(1	VNHALL MEETING VIRTUAL) AM—12 PM	KWF	PP INFO SESSION (VI 5—7 PM	IRTUAL)	MANDATORY NEW AGENT ORIENTATION (IN PERSON) 6—7 PM		KWPP INFO SESSION (IN PERSON) 5—7 PM						
	(1	RE W/ CINDY SINGH VIRTUAL) 1—2 PM		BOARD W/ DC SALES W/ RACHEL JEFFER (VIRTUAL) 5:30—7:30 PM		ROLLIN' W/ RENTALS W/ LANCE MACON (IN PERSON) 6:30 PM—7:30 PM		ALC MEETING (IN PERSON) 3—4 PM						
	(\	KER CONVERSATION VIRTUAL) PM—7:30 PM	VALUE2: HOV	RATION: PUSH (IN P 5:45—7 PM OPIC: OPEN HOUSE I W TO ARTICULATE YO YOUR CLIENT (VIRTU	BLITZ OUR VALUES TO									
31		STAKEHOLDERS /		1—5 PM		CONTRACT			DECRUITING	20055555				CDOMEN 2
	KEY	TOWNHALL MEETING	MD/DC REGIONAL KWRI	ALC	MASTERMIND 8 MINDSET	CONTRACT EDUCATION	TECH & COMMAND	CAPPERS ONLY	RECRUITING & ONBOARDING	PREFFERED VENDOR	KWPP 201+ CLUB	EVENTS	BUSINESS & MONEY	GROWTH & DEVELOPMENT