



KATHLEENBLACK
COACHING & CONSULTING INC.

WWW.ITTAKESA.TEAM

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CLIENT RESOURCES & EVENTS

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EVENTS

WEDNESDAY, FEBRUARY 28, 2018

TOPIC: 30K WOW WEBCAST

Discover a mindset shift for your clients to feel the value of the Real Estate Experience versus focusing on the cost. Learn the key techniques to leverage your database and plans to support a HIGH VALUE experience for any client. This session is geared to Team Support positions, or individual agents looking to explore leverage with support positions and tasks.

FOR: TEAM LEADER AND TEAM SUPPORT

THURSDAY, MARCH 15, 2018

DEADLINE TO APPLY "RISING STAR: FOR 100 DEALS+ MASTER - JUNE 13TH EVENING UNTIL JUNE 15TH, TABOO MUSKOKA" SEND INTEREST TO ADMIN@KATHLEENSPEAKS.COM IF UNDER 100 DEALS AND WANT CONSIDERATION TO ATTEND.

WEDNESDAY, MARCH 21, 2018

ONLINE TEAM LEADER MASTERMIND

TOPIC: THE EVOLUTION OF A TEAM: KEY STEPS AND STRATEGIES

WEDNESDAY, MARCH 28, 2018

WEBCAST: ART OF PRIORITY FOCUS

Priority Focus is the answer to flow and harmony among the many PRIORITIES of your life. It starts with understanding and committing to these priorities, and once we know what they are, we can schedule and devote time, energy, and attention around what matters to us most in the long game, or marathon of life. We encourage you to take off your hat of time management, and step into the multifaceted 24-7 environment of business. We no longer have clear lines or boundaries on our time. It is up to us to carve out these boundaries based on our unique recipe for success.

FOR: ALL TEAM MEMBERS

WEDNESDAY, APRIL 11, 2018

ONLINE TEAM LEADER MASTERMIND

Shifting from Entrepreneur to Organizational Mentality including Team Meeting, Tracking, Monthly Meeting, Quarterly Review and Goal Setting

TOPIC: STRUCTURE AND ACCOUNTABILITY

WEDNESDAY APRIL 25, 2018

WEBCAST: FACEBOOK FUNNEL FOR TEAMS - RYAN HODGE

The Facebook Funnel For Teams: How Your Team Members Can Consistently Generate 30 Plus New Transactions each and every year for Free on Facebook Content Creation Posting Patterns Prospecting With Messenger Community Groups Business To Business Marketing Free Facebook Lead Generation Advanced Strategies Reverse Engineering Your Facebook Activity So Much More

FOR: ALL TEAM LEADERS AND FIELD / SALES AGENTS

WEDNESDAY, MAY 9, 2018

ONLINE TEAM LEADER MASTERMIND

One of the most popular conversations at Ultimate Team Summit is always the process to optimize new recruits in the least amount of time. How much is your time worth? Would you like to streamline an effective on-boarding system which gets the right candidates up and running quickly? What about a system which gives you red flags early on? What should a new recruit be taught? When? Where? How often? How can you introduce new members of the team to the environment, expectations, and culture?

These questions are invaluable to team leaders across North America. Often the answers to these questions have value in the hundreds of thousands over the initial start up years of building your team.

Be on time. have your mic and webcam on. Participation makes our Masterminds great. You get what you give.

TOPIC: ONBOARDING AND TRAINING NEW RECRUITS



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WEDNESDAY, MAY 23RD, 2018

WEBCAST: POWER OF MORNING RITUALS - ALL TEAM MEMBERS

Across multiple countries, cultures, religions, spiritual beliefs, and business strategies, comes a clear reverence for the practise of mornings rituals. The research is clear on the connections between joy, happiness, mindfulness, and success. How can we align our day to feel the joy and happiness available to all of us, and increase to a higher level of self satisfaction and fulfillment? Happy people sell more. Full stop. We are at our best when joyful and fulfilled. The Morning Habits and Rituals of Entrepreneurs are a key ingredient in their energy, focus, and health. In this powerful session, Shawn Leblanc will share his personal experience with living the Morning Miracle rituals and share the principles with you.

FOR: ALL TEAM MEMBERS

WEDNESDAY, JUNE 13TH (ARRIVAL 6PM) - FRIDAY JUNE 15TH, 2018

EVENT: ULTIMATE 100 DEAL+ MASTERMIND

If you are a 100 Deal+ Producer or Team Leader and looking for something new and different this is the event for you. Our last 100 Deal+ Mastermind was represented by approx. 20 selling 4000 transactions+ per year as a collective, and represent BILLIONS in GROSS SALES VOLUME. This event is targeted to bend what is possible in a business model by combining world class service experiences powered by Systems, Training, Tools, Technology, Unique Ability, & Leverage to create maximum results PER Team Member.

REGISTER TODAY! NETWORKING EVENT - JUNE 13TH 6PM TO 8PM

WEDNESDAY, JUNE 27, 2018

WEBCAST: SCALE FACEBOOK LEADS - ANDREW FOGLIATO

Learn How to Build Cost Effective & Scalable Facebook Lead Generation Campaigns Yourself. Join Andrew Fogliato as he walks you through how to build, launch, and manage effective lead generations campaigns on Facebook. See successful campaigns that have worked for some of the top teams across North America.

FOR: TEAM LEADER AND MARKETING

WEDNESDAY, JULY 11, 2018

ONLINE TEAM LEADER MASTERMIND

Micah Munro, Vice President Business Development, Top-Tier Leads. will join us as a special guest expert in strengthening COI as a Team. Micah has over 13 years of senior level experience in the real estate business. This includes over 10 years as a top-producing Realtor with RE/MAX, and as a Realtor coach for Realtos throughout North America. After using the Top-Tier Leads himself, he was so impressed with the program's effectiveness, he has now joined the company's management team and heads up their Realtor training operations.

TOPIC: STRENGTHEN COI AS A TEAM

THURSDAY, JULY 19, 2018

WORKSHOP EVENT: KBCC ULTIMATE BUYER SYSTEM WORKSHOP

Our clients benefit from consistent, reliable, and predictable conversion numbers from online appointments booked to loyal client under contract. Above this, the percentage of conversion is increased from all lead sources with a greater ability to communicate our role as a real estate agent, their role in working with us, and the overall value that presents to a modern information savvy consumer. Our training attendees benefit in understanding a clear outcome and therefore greater influence and ability at every stage of the sales process in achieving said outcomes. Someone newly trained on our buyer consultation can expect an 80% conversion, while those thoroughly trained reach average heights of 90% with some up to 98% average.

WORKSHOP \$299 FOR KBCC CLIENTS, AND \$399 FOR PUBLIC

WEDNESDAY, JULY 25, 2018

WEBCAST: CONSULTANTS APPROACH TO PRICE AND FEE

The KBCC Listing System is a comprehensive step by step approach to increasing value using powerful communication strategies. These strategies will allow you to increase your list to sell ratio, work with Sellers to pick a price they are comfortable with, secure multiple pricing strategies on paper, and increase your commission by an average of 1% across the board or more! These powerful techniques will be taught by Kathleen Black. Having used these systems personally to have a 100% List to Sell Ratio for several years, and signing GOLD packages over 80% of the time, she will share her strategies and techniques to creating a team of Top Listing Agents!

FOR: TEAM LEADER AND SALES REPRESENTATIVES



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WEDNESDAY, AUGUST 1, 2018

DEADLINE TO CLAIM TICKETS AT CLIENT PRICING FOR ULTIMATE TEAM SUMMIT 2018

WEDNESDAY, AUGUST 8, 2018

ONLINE TEAM LEADER MASTERMIND

"Andrew Fogliato from Just Sell Homes, will join us as a special guest expert in the world of facebook lead generation, and maximising your brand presance while generating listing leads. He will talk with us about the opportunity for spin off buyer leads from Seller focused campaigns, and the pros and cons overall. With the ability to target specific geographical locations, and demographics, Facebook Advertising Presents a unique opporrtunity to reinforce actual door to door farming campaigns, or potentially replace them."

TOPIC: SELLER ONLINE LEAD OPPORTUNITIES

WEDNESDAY, AUGUST 22, 2018

WEBCAST: PRO TEAM BROKERS SHARE SUPPORT STRATEGIES

A brokerage that supports teams can be vital to the success of a team, especially in the early years. Hear from Pro-Team brokers on what you can expect and how to best utilize your brokerage. Support and unity will create a powerful FOUNDATION for a strong healthy team.

FOR: TEAM LEADER

THURSDAY, AUGUST 23, 2018

WORKSHOP EVENT: KBCC ULTIMATE LISTING SYSTEM WORKSHOP

Our clients benefit from consistent, reliable, and predictable conversion numbers from online appointments booked to loyal client under contract. Above this, the percentage of conversion is increased from all lead sources with a greater ability to communicate our role as a real estate agent, their role in working with us, and the overall value that presents to a modern information savvy consumer. Our training attendees benefit in understanding a clear outcome and therefore greater influence and ability at every stage of the sales process in achieving said outcomes. Those thoroughly trained on our listing consultation secure 80% plus of their listings, reduce the listing appointments they should not be going on, and secure an average of 1 point higher in commission all in a fraction of the time of an average agent.

WORKSHOP \$299 FOR KBCC CLIENTS, AND \$399 FOR PUBLIC

WEDNESDAY, SEPTEMBER 12, 2018

ONLINE TEAM LEADER MASTERMIND

"What is the Role of an Inside Sales Agent? Why Would Someone Want to be Inside Sales? When Should You Create an Inside Sales Department? Are a few of the most common questions when looking to take your real estate team to the next level by incorporating Inside Sales Agents (ISA). It isn't cheap, it isn't easy, but it is worth it. Inside Sales Agents are a money making department, and are able to turn leads with no future, into deals.

TOPIC: INSIDE SALES DEPARTMENT

WEDNESDAY, SEPTEMBER 26, 2018

WEBCAST: COMMUNICATING WITH TEAM LEADS AND SALES REPS AS A SUPPORT ROLE

Admin, and salespeople alike have difficulty dealing with the power and directness of the D and the prepared and vibrant I. This session will provide STRATEGIES on how to understand your natural style, and communicate and get the results you desire. This session will serve all Team Support, and potentially S or C personality type Field Agents.

FOR: TEAM SUPPORT AND TEAM LEADERS



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WEDNESDAY, OCTOBER 10, 2018 **ONLINE TEAM LEADER MASTERMIND**

A lack of compensation for that role creates a broken equation where the team leader returns their focus to sales, instead of working to grow their team business and nurture the people on their team. I like to emphasise the need for a connection between building the business and being compensated for the role of team leader. It is essential for the team leader to see the value in being the leader and to recognise the need to compensate themselves accordingly.

TOPIC: COMPENSATION

WEDNESDAY, OCTOBER 24, 2018 **WEBCAST: CULTURES OF LEADERSHIP**

Leadership is not a lone person, principle, or moment. It is an environment, culture, and series of actions, choices, habits, that empower ourselves and others to live, breathe, think, speak, and act in line with our purpose and best selves. How do we foster environments of successful leadership in all areas of a business? What are the key dysfunctions that can get in our way? Where does optimal performance live? and What is really required of a team to nurture each member at their best? Discover the key facets required by top leaders to lead with EQ, Vision, Passion, and attract others committed to your Purpose!

FOR: TEAM SUPPORT

NOVEMBER 18-20, 2018 **EVENT: ULTIMATE TEAM SUMMIT 2018**

Kathleen Black Coaching & Consulting returns with the Real Estate event of the year and the largest Team Specific Summit in North America: The Ultimate Team Summit! With a focus on optimizing your personal brand, skill sets, team building, and sales tools, the Ultimate Team Summit is designed to help you achieve your goals over the upcoming year and beyond. Whether that means increasing production, gaining more free time, or both, this event will strengthen your business and lay the foundation for advancement. Ultimate Team Summit offers sessions for all Real Estate Agents, Brokers, Team Members from Administration, ISA, Support Roles, Team Leader, Team Managers, and Sales Agents.!

REGISTER TODAY! NETWORKING EVENT

WEDNESDAY, NOVEMBER 28, 2018 **WEBCAST: VISION / VALUES / GOALS**

We are going to be taking you through an intensive business planning experience to get real about your vision for the future, your unique and personal values driving your life decisions, and of course lay the foundation to set impactful goals and develop a realistic and attainable business plan. The business planning system you will be exposed to comes from various certifications in NLP and DISC personality profiling, it has been tweaked and redesigned to optimize your performance: If you use it! We need to develop specific focus on the daily, weekly, and monthly tasks that will put you on auto-pilot to reach your goals. That is how the best in our industry achieve the success they do. Now you could recreate the wheel or you can follow what is already proven to work. You will learn the foundation of importance on focus, and the brain science supporting it. You will take these goals and business plans to an advanced level to habitualize your success.

FOR: ALL TEAM MEMBERS

FRIDAY, NOVEMBER 30, 2018 **KBCC ADVANCED VISION / VALUES / GOALS BUSINESS PLANNING WORKSHOP AT KBCC OFFICE**

Join us as we explore your Vision, Values, Commitments, and mindset to build your future, your way. We will take the time to get in alignment with your personal wants and needs. This means you will be equipped with the tools to overcome setbacks and stay on track seeing your business as a personal tool to get what you want out of life, versus the business taking from you, and for many leaving them feeling depleted. For KBCC Clients we will include a bonus on discovering the exact numbers and targets to achieve this vision. This session is open to anyone and any industry

*WORKSHOP \$299 FOR KBCC CLIENTS, \$399 FOR PUBLIC
FOR: TEAM LEADERS AND TEAM MANAGERS ONLY*



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THURSDAY, DECEMBER 6, 2018

WORKSHOP EVENT: ADVANCED TEAM LEADER BUSINESS PLANNING AND BUDGET WORKSHOP AT KBCC OFFICE

The business planning process is a vital component of any successful team. This full-day Intensive will take you through the importance of culture, vision, values, mission statements, and explore a full Business Plan, Budget, and Strategy to Monitor Profit & Loss, Dashboard Tracking, and more. The teams with the most comprehensive plan roles out high-quality systems and changes with greater ease, and FAR greater results over time. The metrics of year-to-year growth can be misleading when the inner trajectory of your business platform is stagnant or complacent. Get in tune with your investment versus growth predictions and ensure you are safeguarding your business for long-term success. Every business owner makes choices about what they will invest in and why however very few do this in a strategic orchestrated manner. The master of the details will be the master of the margins, and we want to ensure you have the edge to succeed far beyond 2018! We will take the time to get in alignment with your personal wants and needs. This means you will be equipped with the tools to overcome setbacks and stay on track seeing your business as a personal tool to get what you want out of life, versus the business taking from you, and for many leaving them feeling depleted. For KBCC Clients we will include a bonus on discovering the exact numbers and targets to achieve this vision. This session is open to anyone and any industry.

WORKSHOP \$299 FOR KBCC CLIENTS, \$399 FOR PUBLIC FOR: TEAM LEADERS AND TEAM MANAGERS ONLY

WEDNESDAY, DECEMBER 12, 2018

ONLINE TEAM LEADER MASTERMIND

Discover the Strengths, Weakness, Opportunities, & Threats to each level of Team Expansion. Where are you most likely to get stuck in team building and why? Learn to identify the "Messy" stage and how to move through quickly, with less expense. Every stage of Team Development offers unique opportunities for expansion, and to learn key areas which may be holding your business back. Skip the pain of trial and error by identifying the patterns of hundreds of teams as they have navigated team growth using KBCC Systems. This session is vital to save massive amounts of money and time in research and development. There are key patterns are trends to team growth; Identify and Thrive.

TOPIC: STRATEGIC PLANNING: SWOT BY TEAM LEVEL

WEDNESDAY, DECEMBER 19, 2018

WEBCAST: BUDGET BUSINESS PLANNING

Learn to navigate the KBCC budget to your advantage, while understanding the current economic model of your team and the principles underlying the KBCC economic model.

FOR: TEAM LEADER

SAVE THE DATES

FOR MORE INFORMATION CONTACT
ADMIN@KATHLEENSPEAKS.COM