



AGENDA 2018

*dates and times subject to change.

SUNDAY NOV 18

UTS BEGINS!

11:00	REGISTRATION 11am to 1:45pm (Foyer Grand Hall D)	
2:00	MIND EXPANSION: THE ULTIMATE EXPERIENCE DAVID GREENSPAN, LAURA SLINN, ERNIE PAVAN, DANNY WOOD (Grand Hall D)	
2:30	<u>Session 1 Business Expansion Starts with You!</u> Building a Top 1% Life & Team! Model the Best & Forget the Rest #LiveWhileYoureAliveTour Kathleen Black (Grand Hall D)	
3:45	<u>Session 2 Team Building System:</u> Indicators That You Are Ready to EXPAND: Hire/Recruit & Communicating the Value of Teams to all Members Kathleen Black w Laura Slinn & Ernie Pavan (Grand Hall D)	<u>Session 2 Team Support System:</u> Procedures & Operations Manuals for Team Support Positions Katelyn Lowes & Kevin Avery (Maple A)
4:45	**** QUICK 15 MINUTE BREAK ****	
5:00	<u>Session 3 Team Building System:</u> Abundance & Leverage: Compensating Team Members to Increase Opportunities Per Agent Kathleen Black (Grand Hall D)	
5:30	<u>Session 4: Energize-Inspire-Commit!</u> Struck By Life Anthony Brown (Grand Hall D)	
6:30	Ultimate Networking Session !!! Bring Your Business Cards! Exhibitor Hall Open (FOYER Grand Hall D)	
8:00	END OF DAY!	



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MONDAY NOV 19

6:00	YOGA w Karrie Dilag, Power Yoga Canada (SYNERGY ROOM 1 & 2)		
8:15	REGISTRATION 8:15- 9am Coffee, Tea Served		
9:00	Welcome to Day 2 – Intro, Agenda, & More Social Media Give away! (Grand Hall D)		
9:15	<u>Session 5: Power Your Life & Your Business!</u> Short Bus Talks Ian Szabo (Grand Hall D)		
9:35	<u>Session 6: You Power Your Business:</u> Trading in Energy: Capacity, Communication & Conversion Kathleen Black (Grand Hall D)		
10:20	<u>Session 7: Business Building System</u> The Power of Training & On Boarding 60+ Deals in Year ONE! Kathleen Black w Kathy Talbot, Vanessa Jeffery, & Kassy Baggio (Grand Hall D)		
11:10	Room Change		
11:25	<u>Session 8</u> KBCC Ultimate Buyer Consultation Kathleen Black (Grand Hall D)	<u>Session 8</u> When & How to Hire Unlicensed Support Shannon Smith & Michelle Francis (Maple A)	<u>Session 8</u> EXPANDING TO DIRECTOR OF SALES & DIRECTOR OF OPERATIONS Joyce Blackmere (Maple B)
12:10	Lunch Exhibitors Meet & Mingle LUNCH PROVIDED (GRAND HALL D)		
1:10	<u>Session 9</u> How to Create a Predictable Long Term Strategy for Online Lead Generation Andrew Fogliato (Grand Hall D)	<u>Session 9</u> Team Dynamics, Communication, Culture, Cohesion Laura Slinn & Ernie Pavan (Maple A)	<u>Session 9</u> Leveraging Lead Conversion with an ISA: When, Why, & How to Hire Shannon Smith (Maple B)
1:55	Room Change		
2:10	<u>Session 10</u> Key performance Indicators for Online Lead Conversion Ado Topuz & Shannon Smith (Grand Hall D)	<u>Session 10</u> Dialing Mentality Anthony Brown (Maple A)	<u>Session 10</u> 100 Deals+ Ultimate Mastermind By Invitation Only Kathleen Black Katelyn Lowes (Maple B)
2:55	Room Change		
3:10	<u>Session 11</u> The Power of Building a Network of Investors & Dominating in a Niche Market Mike Heddle (Grand Hall D)	<u>Session 11</u> FLIP SCHOOL, FINDING 3 DEALS FROM EVERY CLIENT, & INCREASING COMMISSION BY OFFERING MORE Ian Szabo (Maple A)	<u>Session 11</u> Team Leader Ultimate Mastermind Kevin Avery, Michelle Francis, Ronn James (Maple B)
3:55	Room Change		
4:10	<u>Session 12</u> The Power of Clarity, Focus, & Systems Kathleen Black w Mike Radcliffe, Rachel Hammer, & Dan Gemus (Grand Hall D)	<u>Session 12</u> Admin/ISA Mastermind Shannon Smith & Ronn James (Maple A)	<u>Session 12</u> Sales Agent Mastermind Michelle Francis (Maple B)
5:10	10 Years to Create, 2 Years to Replicate: Power of Coaching		
5:30	END OF DAY!		



TUESDAY NOV 20

6:00	YOGA w Karrie Dilag, Power Yoga Canada <small>(SYNERGY ROOM 1 & 2)</small>		
8:15	Coffee & Tea Served		
9:00	Welcome to Day 3 – Intro, Agenda, & More <small>(Grand Hall D)</small>		
9:15	Session 13: BUILDING WORLD CLASS CULTURE Reuven Gorsht <small>(Grand Hall D)</small>		
9:35	Session 14: FEATURE SUCCESS INTERVIEW: Mike Heddle Kathleen Black w Mike Heddle <small>(Grand Hall D)</small>		
10:05	Room Change		
10:20	<small>Session 15</small> 10 Things You Can Do TODAY with Little to NO BUDGET to Increase Business!!! Kevin Avery <small>(Grand Hall D)</small>	<small>Session 15</small> Achieving Your 'Ultimate' Human Condition w Priming Michelle Francis <small>(Maple A)</small>	<small>Session 15</small> COACHING CLIENT ONLY: Residual or Retire: Reverse Engineer Your Economic & Compensation Models Kathleen Black <small>(Maple B)</small>
11:05	Room Change		
11:20	<small>Session 16</small> #Mindshare101: From Online Leads to Past Clients is all about mindset. David Greenspan <small>(Grand Hall D)</small>	<small>Session 16</small> TEAM LEADER ONLY: Your Team is Your Mirror; Create a Reflection You're Proud Of! Katelyn Lowes <small>(Maple A)</small>	<small>Session 16</small> COACHING CLIENT ONLY: KBCC Ultimate Listing Consultation Kathleen Black <small>(Maple B)</small>
12:05	Room Change		
12:20	<small>Session 17</small> Make more work less: Automated COI Marketing Micah Munro & David Jenkins <small>(Grand Hall D)</small>	<small>Session 17</small> COACHING CLIENT ONLY ADVANCED DISC & NLP LEARNING STYLES Katelyn Lowes <small>(Maple A)</small>	<small>Session 17</small> COACHING CLIENT ONLY Maximising Your Lead Conversion ISA Department Shannon Smith <small>(Maple B)</small>
1:05	Lunch, Exhibitors Meet & Mingle <small>LUNCH PROVIDED (GRAND HALL D)</small>		
2:00	<small>Session 18</small> FEATURE SUCCESS INTERVIEW: Thomas Ferianec Kathleen Black w Thomas Ferianec <small>(Grand Hall D)</small>		
2:30	<small>Session 19</small> FEATURE PANEL: The REAL ESTATE of TEAM Kathleen Black w/ Stacey Falkwin, Tony Kalsi, Frances Dares & Dan Gemus <small>(Grand Hall D)</small>		
3:30	<small>Session 20</small> KBCC ULTIMATE Value w KBCC LISTING COMMISSION Advantage: Increase by 1% Minimum 80% of the Time. Kathleen Black w/ Chris Costabile & Susan Reaume <small>(Grand Hall D)</small>		
4:15	Session 21: Summit Master Finale Not to Be Missed, Energize Your Home, Business, Community, & World Kathleen Black w Ivy Lim <small>(Grand Hall D)</small>		
5:00	END OF EVENT!		



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Thank you for participating.

Each year we continue to grow and it's all because of you.

UPCOMING EVENTS:

November 26th 2019 1pm EST

Danny Wood Webinar : Get the Most from Ultimate Team Summit!

Nov 30 2018

KBCC Business Planning Intensive
(ALL Agents Vision-Values-Goals)

Dec 6 2018

Team Leader Bus. Plan/Budget Intensive

Jan 9-10, 2019

Awaken Your Potential

Feb 28 2019

KBCC DISC Personality Workshop

April 25th 2019

KBCC Ultimate Buyer System Workshop

May 23rd 2019

KBCC Ultimate Listing System Workshop

June 19-20-21 2019

100 Deal+ MasterMind

November 2019

Ultimate Team Summit 2019