#1 Real Estate Company in the World!

kw METROPOLITAN
KELLERWILLIAMS

#1 Office in Morris County!

Welcome New Agents

October Agents

Nikolay Afanasyev

Adam Batt

Brooke Botti

Anirudh Gambhir

Alexis Kalmus

Bavneet Kaur

Brian Limbo

Donald Moxley

Varuna Sood

Candace Sullivan

November Agents

Kate Arnao

Shawn Chaconas

Judith Dourgarian

Ronnie Frost

Aneglo Mitlo

Melissa Pagano

Saranda Petanaj

Ana Robles

Joseph Santos

NOVEMBER BIRTHDAYS

Christie Wentz
Claudia Natale
Bobby Idelkhani
Clara Eskander
Shana Morgan
Andrew Ziotnick
Rachel Lin
Madeha Khan
Sheldon S. Furman
Subhasish Gupta
Christopher Ondish
Frank Iuliano
Brian Limbo
Sylvia Hanna
Anirudh Gambhir
Antoinette DePiano
Maurice Negron
Jackie Rossi Greene
Christopher Leoce
Michael Brand
Renae Johnson
Lyle Wolf
Taylor Kirby
Collin C. Cameron Sr.
Charles Nguyen
Eric Sauceda
Bernadette Martinez
Diane Esposito
Trudy Sarver
Varuna Sood
Yesica Restepo

Welcome Home

BRYAN MERLUCCI

Director of Agent Services

kw METROPOLITAN
KELLERWILLIAMS. REALTY

BROOKE BOTTI

Agent Services & Broker Assistant

CHEERS FOR PEERS

PROFIT SHARE

October: $39,444

YTD: $313,855

Agility Title

Your Title in Motion

Pam Lee

- Wire Fraud Protection
- Web-based Tech to “Streamline” closings
- Title Services streamlined by industry leading technology
- Secure Email Systems
- Title Services with full banking integrations
- Newsletters with industry and top stories

CONGRATULATIONS NOVEMBER CAPPERS!

Gordon Crawford

Kelly Holmquist

Ron Karcich

Drew Daniolowicz

Q3 Performance Report

Your best quarter ever!

Let's Rock The Rebound!

Listings Units All GSMLS

[6/1 – 10/31]

MLS	KWMET
12%	22%

Let's Rock The Rebound!

Listing Volume GSMLS

[6/1 – 10/31]

MLS	KWMET
28%	25%

Let's Rock The Rebound!

Under Contract Units GSMLS

[6/1 – 10/31]

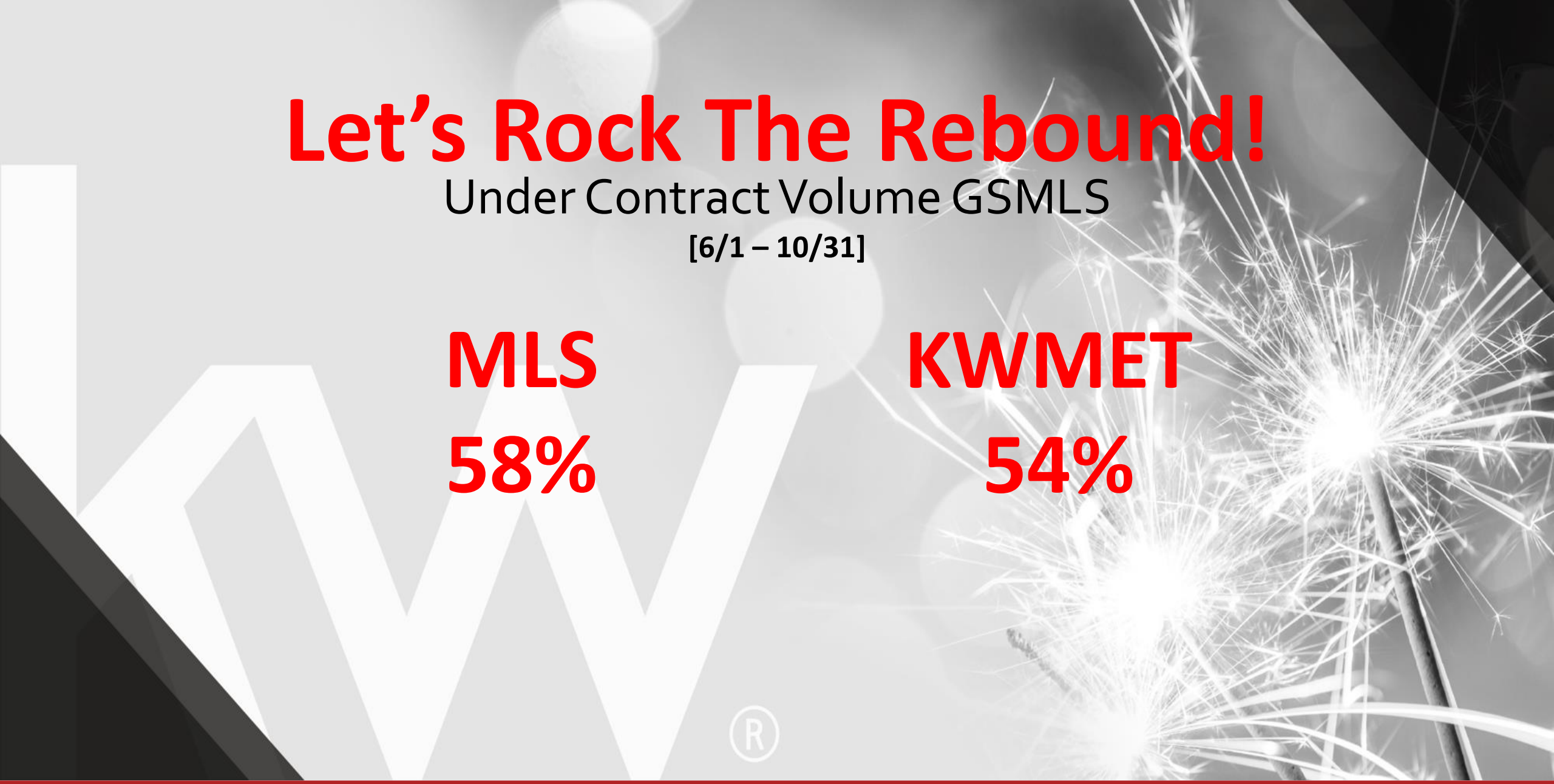
MLS	KWMET
38%	52%

Let's Rock The Rebound!

Under Contract Volume GSMLS

[6/1 – 10/31]

MLS	KWMET
58%	54%



Let's Rock The Rebound!

Closed Units GSMLS

[6/1 – 10/31]

GSMLS	KWMET
6%	25%

Let's Rock The Rebound!

Closed Volume GSMLS

[6/1 – 10/31]

MLS	KWMET
19%	23%

GSMLS YTD SUMMARY

Listing Units –	-10%
Listing Volume –	-1%
Under Contract Units –	24%
Under Contract Volume –	21%
Closed Units –	-2%
Closed Volume –	10%

Rocking the Market!

Pamela Mudrick	494.10%
Alfred Blanchard	415.30%
Pamela M. Alheidt	298.10%
Donna Monarque	274.40%
Joseph Polizzi	195.20%
Andrew Walker	185.50%
Dante Cornella	165.40%
Catherine Pansini	128.50%
Michael A. Parker	128.30%
Darren Mcdonough	113.30%
Sheila Grant	104.20%

Saurabh Shah	101.20%
Sharon Baxter	99.00%
Polina Andrutchuk	87.30%
Leigh Pecoriello	81.30%
Amy Breault	73.00%
Antoinette Depiano	67.30%
Karla Zia Lessig	64.10%
Douglas Collinson	61.40%
Christina Duncan	48.00%
Amanda Abdelsayed	46.60%
Erika Hammonds	37.50%
Christer Holmquist	30.90%
Caitlin Haggerty	30.10%
Mary K. Sheeran	29.80%
Kelly Holmquist	27.70%
Romina Scandroglio	19.10%

Douglas Billek	17.60%
Mary Catherine Kelly	15.80%
Kimberly Mcnamara	11.20%
Ian A. Wolf	10.70%
Elizabeth Harper	9.40%
Christine Altamuro	6.50%
Dorota Kundera	4.70%
Edwin Kalinka	4.40%
Nicole Haslett	2.70%
Louis Pennacchio	2.30%

Welcome to the Million $ Club!

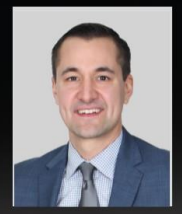
*Congratulations on closing over **$1 million** in Sales Volume during the month of October!*

WE ARE 1 kw

Pamela Alheidt

Jeff Bauer

Emmanuelle Fleurinor


Jeremy Gulish

Kathi Masters

Caitlin Haggerty

Liz Harper

Ed Kalinka

Chris Leoce

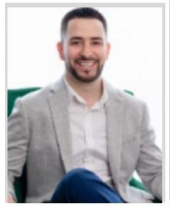
Donna Monarque

Catherine Pansini

Lou Pennacchio

Joseph Polizzi

Simpy Sadana


Fabricio Scandroglio

John Sheeran

kw METROPOLITAN
KELLERWILLIAMS. REALTY

Each office is Independently Owned and Operated
*All data is pulled from the October 2020 mykw reports.

44 Whippany Road, Ste 230
Morristown, NJ 07960
973.539.1120

Welcome to the Million $ Club!

WE ARE 1 kw

*Congratulations on closing over **$2.5 million** in Sales Volume during the month of October!*

Gordon Crawford

Christina Duncan

Antoinette DePiano

Kelly Holmquist

Romina Scandroglio

Mary Sheeran

Doug Collinson

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KELLERWILLIAMS. REALTY

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Morristown, NJ 07960
973.539.1120

October 2020

HOME RUN AWARDS

Congratulations

TO THE FOLLOWING AGENTS FOR ALL HAVING AT LEAST ONE LISTING, ONE WRITTEN AND ONE CLOSED TRANSACTION:

Ami Cruz	*Antoinette DePiano*	*Caitlin Haggerty*
Catherine Kelly	*Catherine Pansini*	*Christine Altamuro*
Chris Leoce	*Deiny Ucros*	*Donna Monarque*
Dorota Kundera	*Drew Daniolowicz*	*Ed Kalinka*
Liz Harper	*Erika Hammonds*	*Bill Chevalier*
Gordon Crawford	*Judith Rifkin*	*Karla Lessig*
Kathi Masters	*Katie Leach*	*Kelly Holmquist*
Mary Sheeran	*Michael Parker*	*Nicole Haslett*
Olga Tsiavos	*Pamela Alheidt*	*Pamela Mudrick*
Simpy Sadana		

*All reports are pulled from the October 2020 mykw reports.

kw METROPOLITAN KELLERWILLIAMS

CONTINUING TO ATTRACT

TOP AGENTS AND TEAMS!

PLEASE JOIN US IN WELCOMING THESE INDUSTRY LEADERS

We are truly honored

to partner with you and look forward to supporting your goals and focus!

KW Metropolitan welcomes our new October agents!

Nikolay Afanasyev
Alexis Kalmus
Brooke Botti
Anirudh Gambhir
Varuna Sood

Brian Limbo
Candace Sullivan
Bavneet Kehal
Adam Batt
Cindy Simeone
Donald Moxley

*All reports are pulled from the October 2020 mykw reports.

kw METROPOLITAN
KELLERWILLIAMS. REALTY
THERE IS A DIFFERENCE AT KW

44 Whippany Road, Ste 230
Morristown, NJ 07960
973.539.1120

Each office is Independently Owned and Operated

THANK YOU

to our Growth Partners!

DILLON BRYANT

BARBARA KALMUS

CHRISTINA DUNCAN

JEREMY GULISH

MATTHEW SHAFFER

CATHERINE KELLY

KEVIN KARCICH

kw METROPOLITAN
KELLERWILLIAMS. REALTY

Each office is independently owned and operated.
*All reports are pulled from the October 2020 mykw reports.

www.KWMetropolitan.net
44 Whippany Rd, Ste 230 | Morristown, NJ | (973)539-1120

Productivity Coaching Program Update

Congratulations to all the Agents in Amy's Coaching program for a Successful October!

- ❑ 15 New Listings
- ❑ 12 New Under Contracts
- ❑ 11 Closings

Agents in Coaching are Finalizing Their Business Plans for 2021 This Week, Are You???

Alex Rivera

Maria Baxter

MOVEMENT MORTGAGE

®

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Broker Corner…

Look for our ZOOM Compliance Meet up!

- **Review CIS and Agency Relationships**
- **Ensure NJLAD, Lead Paint & Disclosures are signed**
- **Disclose Variable Commission**
- **Provide a Market Analysis for Seller**
- **Review showing instructions & COVID19**
- **Watch your Listing Dates!! Add Coming Soon or Non-MLS listings docs**
- **Discuss multiple offer scenarios to Seller**
- **Treat all Parties Fair!**
- **MAINTAIN Copies of Everything relative to the transaction**

CHECK OUT the Agent Training Videos
www.kwmetropolitan.net

WATCH OUT for those BUYER "love letters"!

See NCJAR most recent notice on the potential issues with "love letters".

NAR caution on love letters..

Before the next time you are faced with a buyer love letter, consider these best practices to protect yourselves and your clients from fair housing liability:

•Educate your clients about the fair housing laws and the pitfall of buyer letters.

•Inform your clients that you will not deliver buyer letters and advise others that no buyer letters will be accepted as part of the MLS listing.

•Remind your clients that their decision to accept or reject an offer should be based on objective criterial only

•If your client insists on drafting a buyer letter, do not help your client draft or deliver it

•Document all offers received and the seller's objective reason for accepting an offer

Reprinted from National Association of Realtors "Working with Buyers, Working with Sellers, Fair Housing, Fair Housing Act"

Circle of Excellence 2021

NEWS & EVENTS

NJR Circle of Excellence Sales Award® Applications Due – Friday, January 8, 2021

Applications for New Jersey Realtors® Circle of Excellence Sales Award® are now open. You can start your application today at coe.njrealtor.com. Completed applications and payments must be submitted, with verification material, to NCJAR by 5:00 pm on Jan. 8, 2021.

The NJ Realtors® Circle of Excellence® Sales Award® recognizes those members who have demonstrated excellence in the field of salesmanship.

The 2020 award levels are:

- Platinum: $20 million and 30 units minimum, or 125 units
- Gold: $12 million and 25 units minimum, or 90 units
- Silver: $6.5 million and 20 units minimum, or 70 units
- Bronze: $2.5 million and 15 units minimum, or 30 units

New Rule #3 – You **DO NOT** have to provide printed verification materials for the transactions that are imported electronically directly from the Multiple Listing Service (MLS).

Reminder: Verification documentation must be in the same order in which it is listed on the application.

If you have additional questions on what to include with your application, email questions to:
Kristi Higgins, New Jersey REALTORS® | Phone: 609-341-7121

Agent Strategic Alliance Program
A.S.A.P [our new program]

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Agent Strategic Alliance Program

Mission

Our agent-to-agent support program is designed to offer Realtors, new to the industry, a 'hands-on' learning experience to help launch associates into success.

Objectives

To assist agents into production quickly while providing support with an experienced agent. Agent Strategic Alliance Program [aka A.S.A.P] will equip agents with a foundation of competency on basic real estate skills, increase confidence and help pave the way towards financial success through our program.

Protocol and Guidelines

Instruction and advising new agents [whether new to the business or new with KW] to develop the insight necessary for problem solving through listening, observation, implementation and verbal communication. This program is not mandatory but highly encouraged to move your business forward in a productive and professional manner.

- Strategic Advisor is chosen by the agent. Trainee will be given a list of experienced advisors and are responsible to contact / interview, choose, then execute this agreement with the Advisor of choice within 3 weeks of hire. **All agreements start on the 1st or 15th of month.**
- Trainee is a newly licensed or experienced associate with less than 3 closed transactions within the previous 12 months.

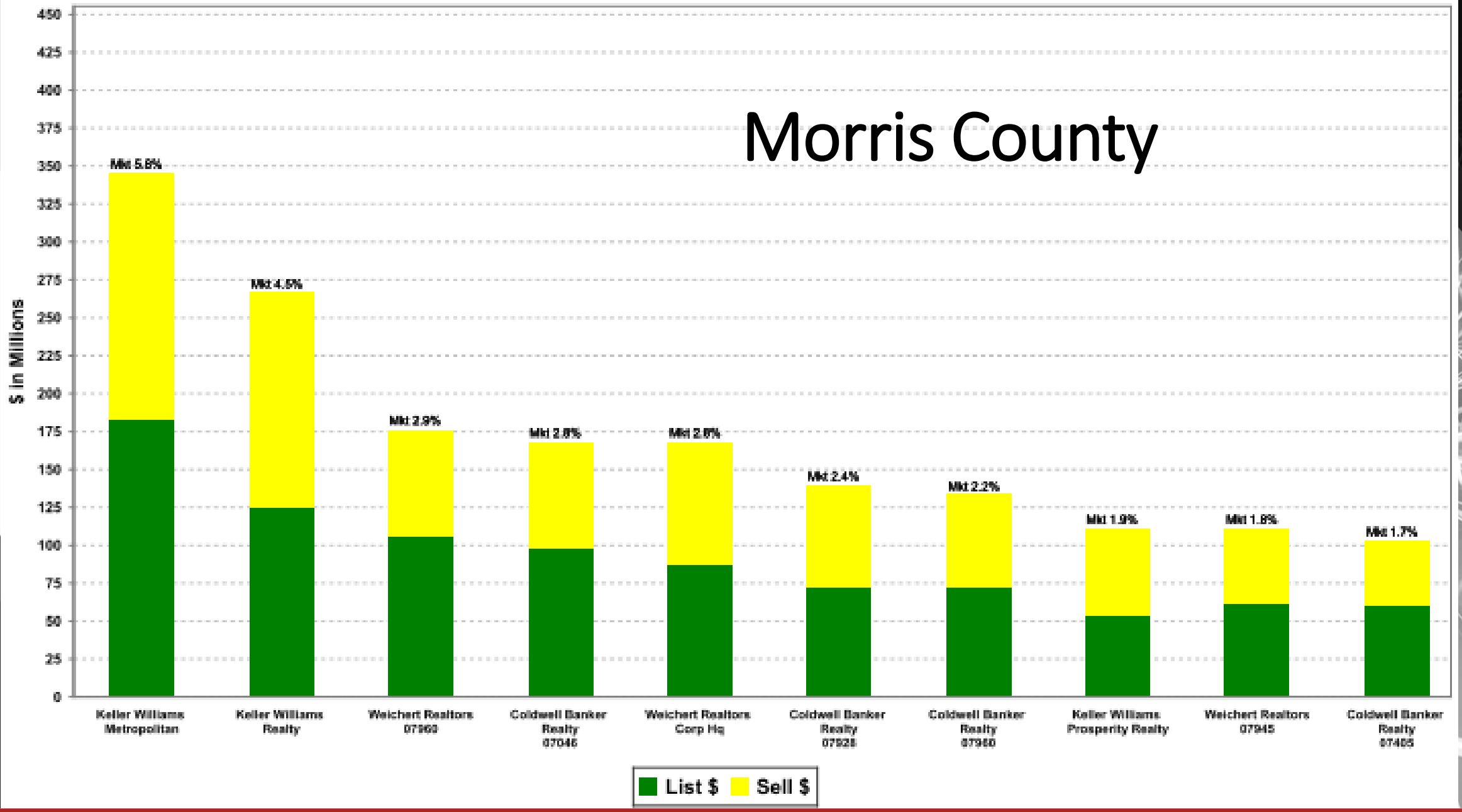
Our KW RPAC Representatives

Bill Chevalier

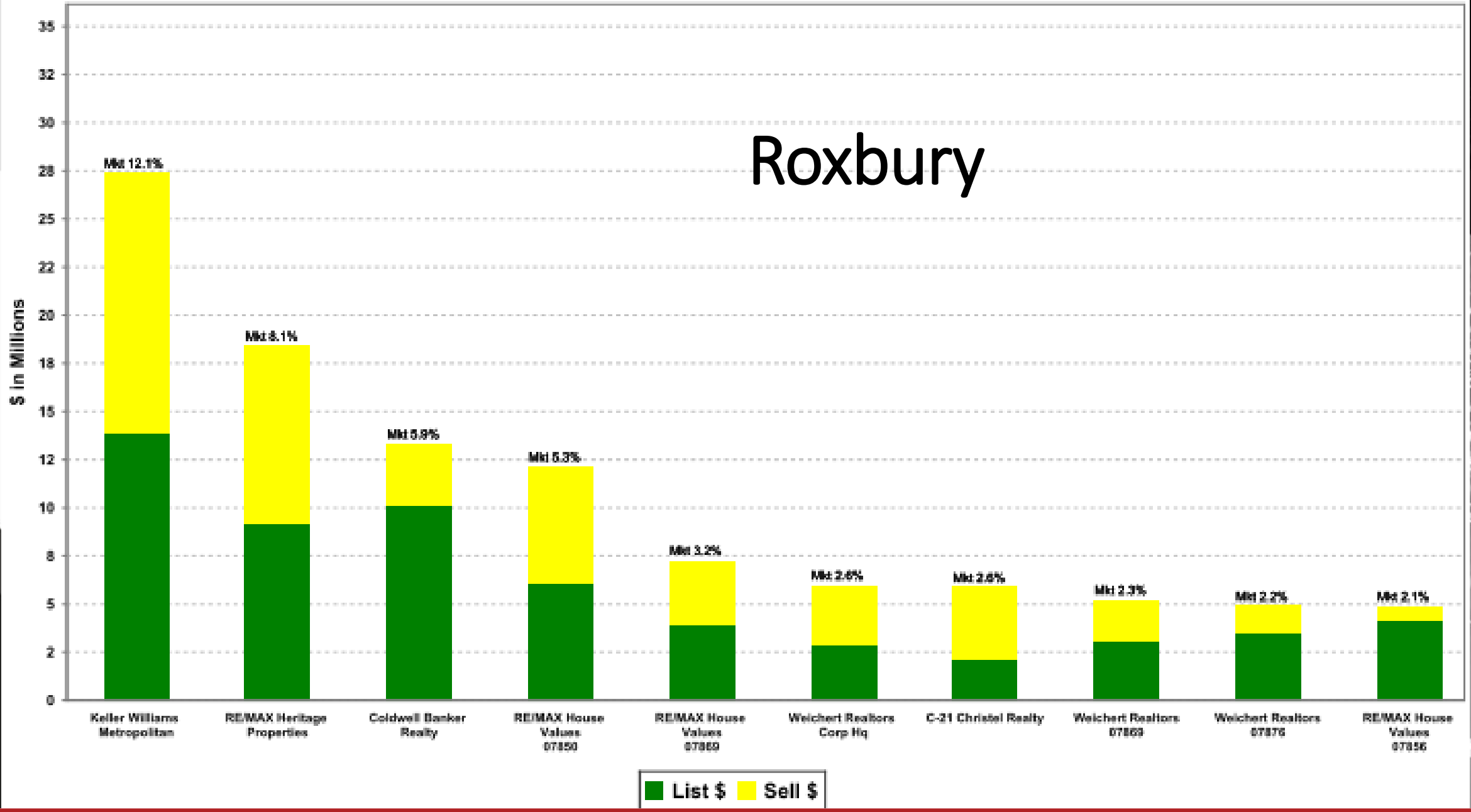
Michael Parker

Thank You for Representing our Office!

Morris County



Roxbury


$ In Millions
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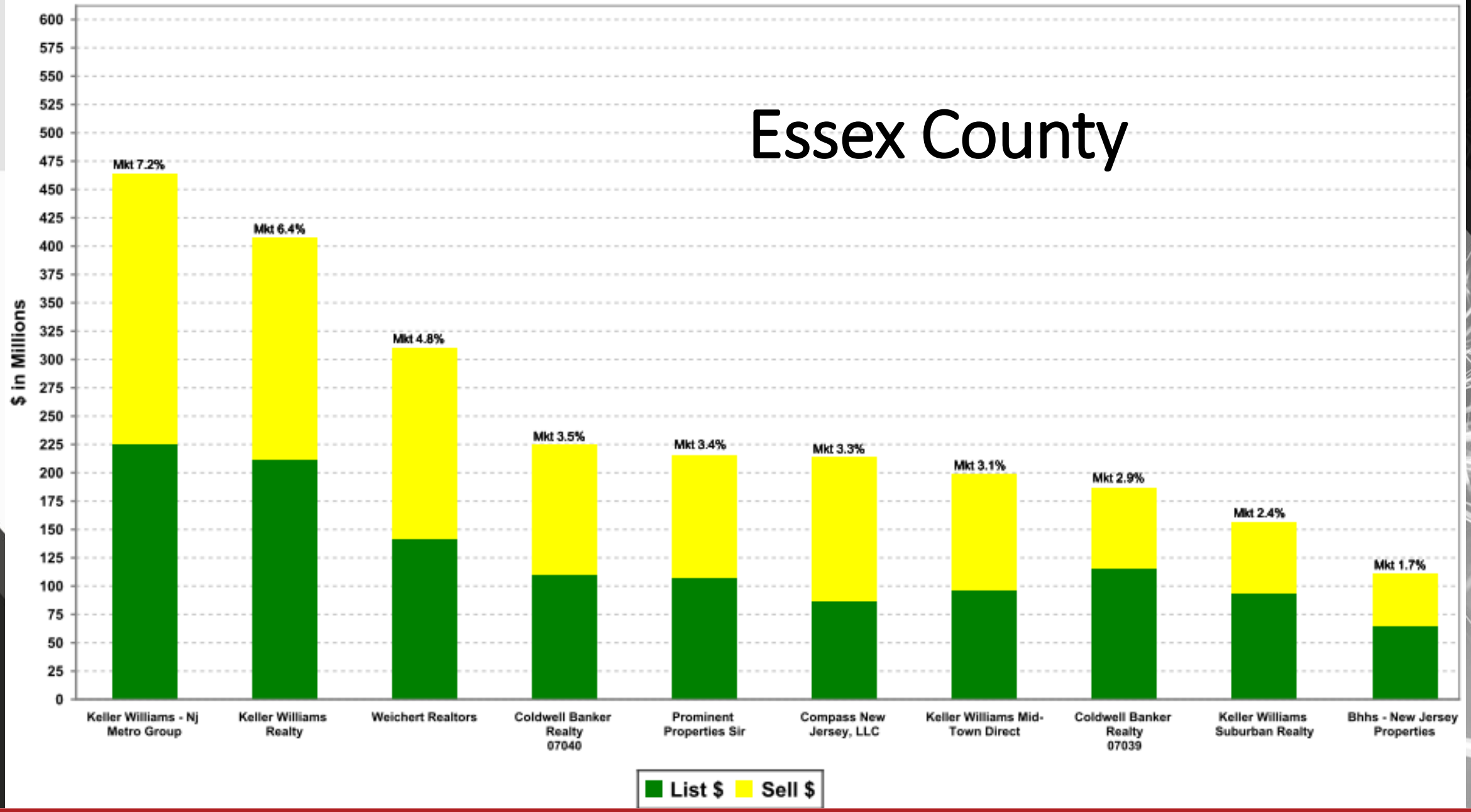
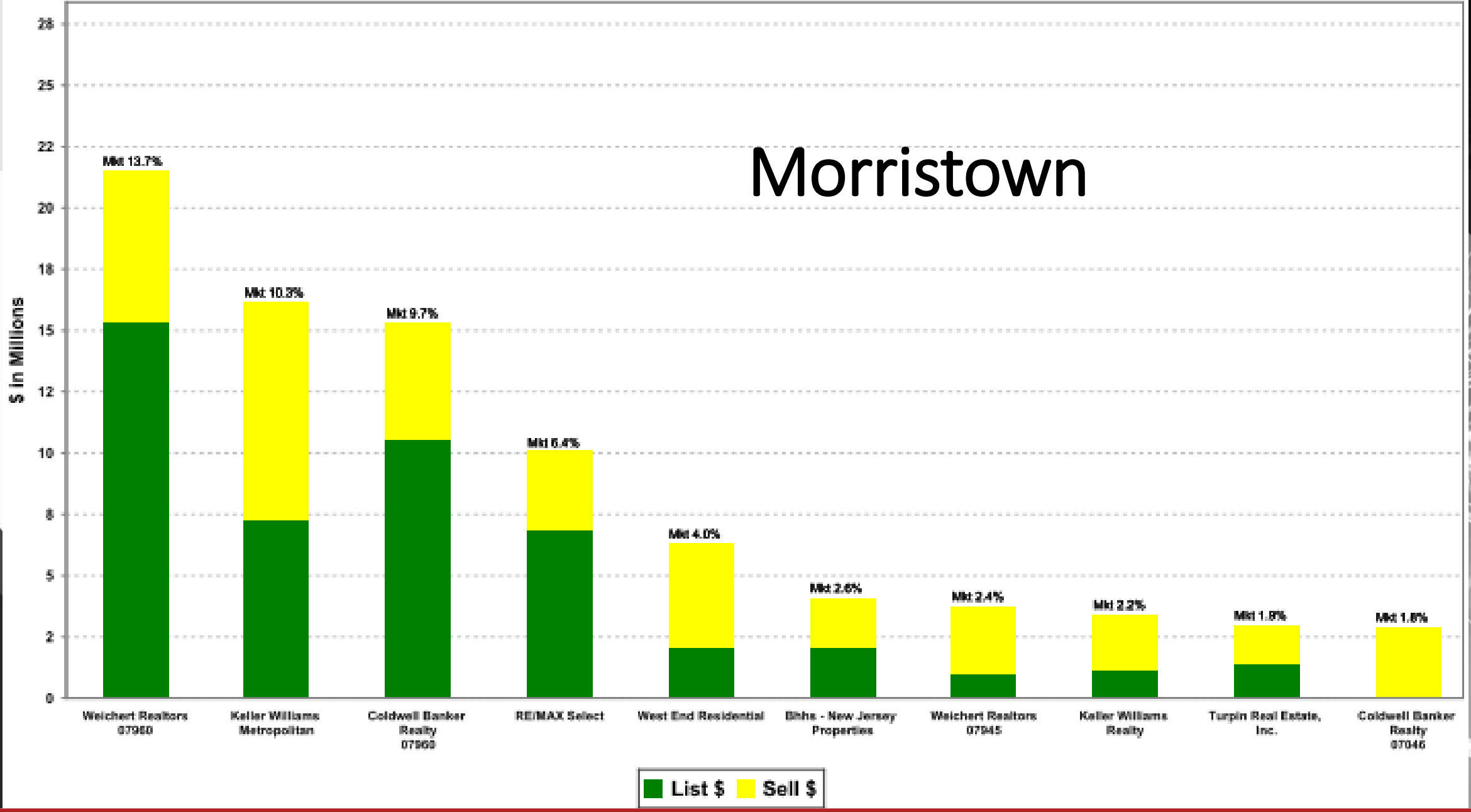
Mkt 2.2%
Mkt 2.1%
Keller Williams Metropolitan
RE/MAX Heritage Properties
Coldwell Banker Realty
RE/MAX House Values 07850
RE/MAX House Values 07869
Weichert Realtors Corp Hq
C-21 Christel Realty
Weichert Realtors 07869
Weichert Realtors 07876
RE/MAX House Values 07856
List $
Sell $

Essex County



Morristown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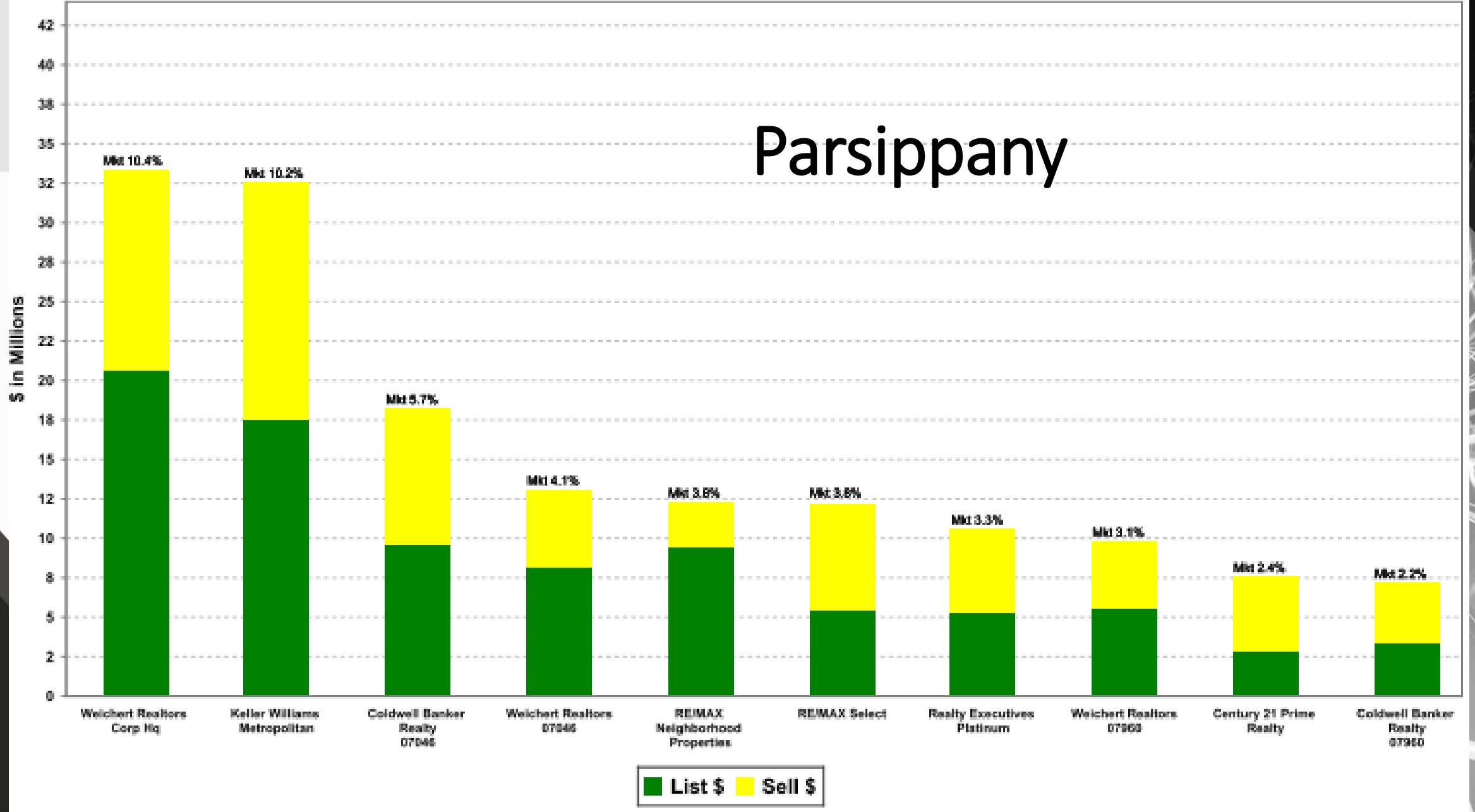
Keller Williams Metropolitan
Coldwell Banker Realty 07960
RE/MAX Select
West End Residential
Bhhs - New Jersey Properties
Weichert Realtors 07945
Keller Williams Realty
Turpin Real Estate, Inc.
Coldwell Banker Realty 07046
List $
Sell $

Parsippany


$ in Millions
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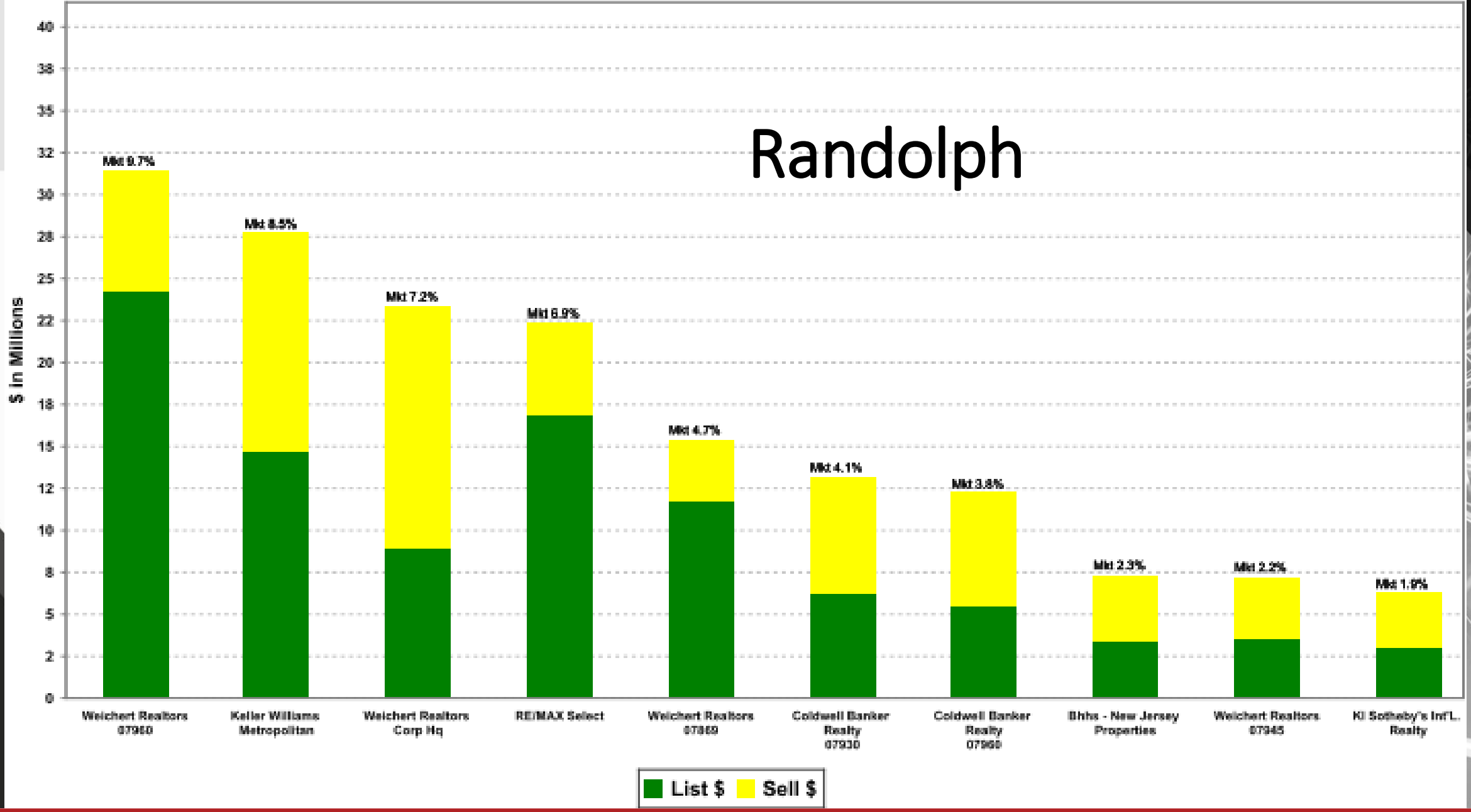
Keller Williams Metropolitan
Coldwell Banker Realty 07046
Weichert Realtors 07046
RE/MAX Neighborhood Properties
RE/MAX Select
Realty Executives Platinum
Weichert Realtors 07960
Century 21 Prime Realty
Coldwell Banker Realty 07960
List $
Sell $

Randolph


$ In Millions
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Mkt 1.9%
Weichert Realtors 07960
Keller Williams Metropolitan
Weichert Realtors Corp Hq
RE/MAX Select
Weichert Realtors 07869
Coldwell Banker Realty 07930
Coldwell Banker Realty 07960
Bhhs - New Jersey Properties
Weichert Realtors 07945
KI Sotheby's Int'L. Realty
List $
Sell $

TECHNOLOGY & TRAINING

Agent Resources

KWMetropolitan.NET

- Monthly Calendar
- New Agent Setup
- Ignite
- 36:12:3
- 6 Personal Perspectives
- Market Share Statistics
- Buyer Presentations
- Listing Presentations
- Command Training
- Training Webinars
- Michael's Interviews with Guests
- And more….

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#1 Office in Morris County!

Don’t Miss Out

Training
Calendar
Communication

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44 Whippany Road, Suite 230 Morristown, NJ 07960 – 973- 539-1120

NOVEMBER Training Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 New Agent Orientation 11am – 12pm Monday's with Michael 1:30pm – 2:30pm	3 MyKW & Command Overview 11:00am – 12pm BOLD – 2pm – 4pm	4 Learning Dotloop 11am – 12pm John Maxwell Book Club David Patterson 1:30pm – 3pm	5 Business Planning w/Michael Brand 9:30am – 12:00 Command Thursdays 1pm – 2pm BOLD – 2pm – 4pm	6 Business Planning w/Michael Brand 9:30am – 12:00 Greensheets w/Adnana 1pm – 2pm Fellowship Fridays 2pm – 3pm	7 KWConnect.com It's Where You Need To Be!
8	9 6 Personal Perspectives 10am – 11:30 Agility Title – Short Sales - 1pm – 2pm Tech Hours w/ Dillon 2pm – 4pm	10 ½ Capper Mastermind 10am – 11am FB Marketing w/ Bill Chevalier 1pm – 2pm BOLD – 2pm – 4pm	11 6 Personal Perspectives 10am – 11:30 John Maxwell Book Club "15 Invaluable Laws of Growth." w/ David Patterson 1:00pm – 2:30pm 15LawsBookClub.com	12 Movement Mortgage 10am -11am Command Thursdays 1pm – 2pm Business Planning 101 1pm – 2pm w/ Valerie King BOLD – 2pm – 4pm	13 6 Personal Perspectives 10am – 11:30 Disappearing Cap 1pm – 2pm Fellowship Fridays 2pm – 3pm	
15	16 6 Personal Perspectives 10am – 11:30 Monday's with Michael 1:30pm – 2:30pm	17 Masterminds with Matt Miale – INVITE ONLY 9:30am – 10:30am Smart Plans 11AM-12PM Compliance w/Bev 1pm – 1:30pm	18 6 Personal Perspectives 10am – 11:30 John Maxwell Book Club "15 Invaluable Laws of Growth." w/ David Patterson 1:00pm – 2:30pm 15LawsBookClub.com	19 KW METSales Rally 9:30 – 10:30 Command Thursdays 1pm – 2pm	20 6 Personal Perspectives 10am – 11:30 Profit Share Class 1pm – 2pm Fellowship Fridays 2pm – 3pm	21 pivot SHIFT AHEAD Happy Profit Share Day!
22	23 4-1-1 with Amy Brand 11am – 12:30pm Compliance w/Bev 1pm – 1:30pm Tech Hours w/ Bryan 2pm – 4pm	24 How to do a CMA 10am – 11am KW Reports Class 1pm – 2pm	25 John Maxwell Book Club "15 Invaluable Laws of Growth." w/ David Patterson 1:00pm – 2:30pm 15LawsBookClub.com	26	27	
29	30 Monday's with Michael 1:30pm – 2:30pm					

KWMET Trainings are at MarketCenterZoom.com
Scott LeRoy Classes are at SLMWebinar.com
Book Club is at 15LawsBookClub.com

KELLERMortgage™ NMLS #140234

@KWMetropolitanRockstars & @KWRealtyMetropolitan KWMetropolitan.com @KWMetropolitanRockstars

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KELLERWILLIAMS. REALTY

Virtual Training Calendar

November 16th - November 20th

Monday – 11/16

10:00am – 11:30am
6 Personal Perspectives
Ryan McNish-Dubey – Instructor
MarketCenterZoom.com

1:00pm – 2:00pm
Leads, Listings, Leverage
"Take a Deep Dive into The Lead Generation Model.
Jennie Wolek, Joseph Klosik & Rebecca Del Pozo, Instructors
KWConnect.com

1:00pm – 2:00pm
Scott LeRoy
Lead Generate With Command: Facebook Ads 101
SLMWebinar.com

1:30pm – 2:30pm
Mondays with Michael
MarketCenterZoom.com

4:00pm – 5:00pm
Best of Pivot:Shift Ahead
Train the Virtual Presenter
Anoinette Perez, Instructor
KWConnect.com

Tuesday – 11/17

9:30am – 10:30am
Masterminds – INVITE ONLY
Leverage & Running a Team
Matt Miale, Instructor
MarketCenterZoom.com

1:00pm – 2:00pm
Tech (Run Your Business with Command)
Generate More Revenue with Seller's Guide to Command
Cydne Seymour, Zach Younger - Instructors
KWConnect.com

1:00pm – 2:00pm
Scott LeRoy
Command Overview
SLMWebinar..com

1:00pm – 1:30pm
Compliance
Beverly Kalinka, Instructor
MarketCenterZoom.com

4:00pm – 5:00pm
Tech (Q & A)
Command Q & A
KWConnect.com

Wednesday – 11/18

10:00am – 11:30am
6 Personal Perspectives
Ryan Van Hara, Instructor
MarketCenterZoom.com

1:00pm – 2:00pm
Leads, Listings, Leverage
Get Back to Basics with the 3 L's.
Pam O'Bryant, Instructor
KWConnect.com

1:00pm – 2:00pm
Scott LeRoy
Your Mobile App: Consumer App Overview
SLMWebinar.com

1:30pm
John Maxwell Book Club
"15 Invaluable Laws of Growth"
with David Patterson
1:30pm – 3:00pm
15LawsBookClub.com

4:00pm – 5:00pm
Financials & Wealth Building
Jay Papasan & Haro Setian, Instructors
KWConnect.com

Thursday – 11/19

KW MET SALES RALLY
9:30am – 10:30am
MarketCenterZoom.com

1:00pm – 2:00pm
Tech (Run Your Business with Comand)
Find Your Leverage with Command
KWConnect.com

1:00pm – 2:00pm
Command Thursdays
with Sam Hanson
MarketCenterZoom.com

1:00pm – 2:00pm
Scott LeRoy
Your Database Is Your Databank: Database Management With KW
SLMWebinar.com

4:00pm – 5:00pm
MarketLeader Pro and Command Walkthrough and Q&A
KWConnect.com

Friday – 11/20

10:00 – 11:00
6 Personal Perspectives
MarketCenterZoom.com

1:00pm – 2:00pm
Luzury/Commercial/Land
Communicate Most Effectively as a Luxury Agent
Brady Sandahl, Instructor
KWConnect.com

1:00pm – 2:00pm
Profit Share Class
MarketCenterZoom.com

1:00pm – 2:00pm
Scott LeRoy
Promote Your Listings In Minutes: Listings and Landing Pages
SLMWebinar.com

2:00pm – 3:00pm
Fellowship Fridays
FACEBOOK – KW MET ROCKSTARS

4:00pm – 5:00pm
Market Update with Jim Talbot
KWConnect.com

KWMET Trainings are at MarketCenterZoom.com
KW Connect Trainings are at KWConnect.com
Scott LeRoy Classes are at SLMWebinar.com
Book Club Classes are at 15LawsBookClub.com

Facebook – KW Metropolitan Rockstars Page

KW Metropolitan Rock Stars

Private group · 328 members

+ Invite

About | Discussion | Announcements | Rooms | Members | Events | Media | Files

What's on your mind, Dillon?

Room | Photo/Video | Tag People

Announcements · 13 See All

Dillon Bryant is with **Amy Collins Brand** and **5 others**.
Admin · November 1 at 1:42 PM ·

We have an exciting November 2020 training Calendar! Take a look. Also check your email for weekly "What's on Tap" reminders! Look forward to seeing all of you on MarketCenterZoom.com for all of our training and special sessions!

About

Welcome to our private office group page. The purpose of the Keller Williams Rockstar Facebook page is to help enhance and empower agents. Our s... See More

Private
Only members can see who's in the group and what they post

Visible
Anyone can find this group.

Morristown, New Jersey

General Group

Save The Dates

G

#1 Real Estate Company in the World!

kw METROPOLITAN KELLERWILLIAMS

#1 Office in Morris County!

TRAIN THE VIRTUAL TRAINEE WITH ANTOINETTE PEREZ

Join us December 1st
At 1:00PM

#1 Real Estate Company in the World!

kw METROPOLITAN
KELLERWILLIAMS

#1 Office in Morris County!

ONE GREAT CAUSE

DONATE TODAY

1 RAFFLE ENTRY FOR EVERY $10 DONATION

HOMELESS SOLUTIONS, INC.

PRIZES INCLUDE 50" FLAT SCREEN TV, WINE BASKETS & MORE

TO DONATE MONEY GO TO: KWMETCARES.COM

kw METROPOLITAN
KELLERWILLIAMS.

Each Office is Independently Owned and Operated

Save The Date

Starting January 5th

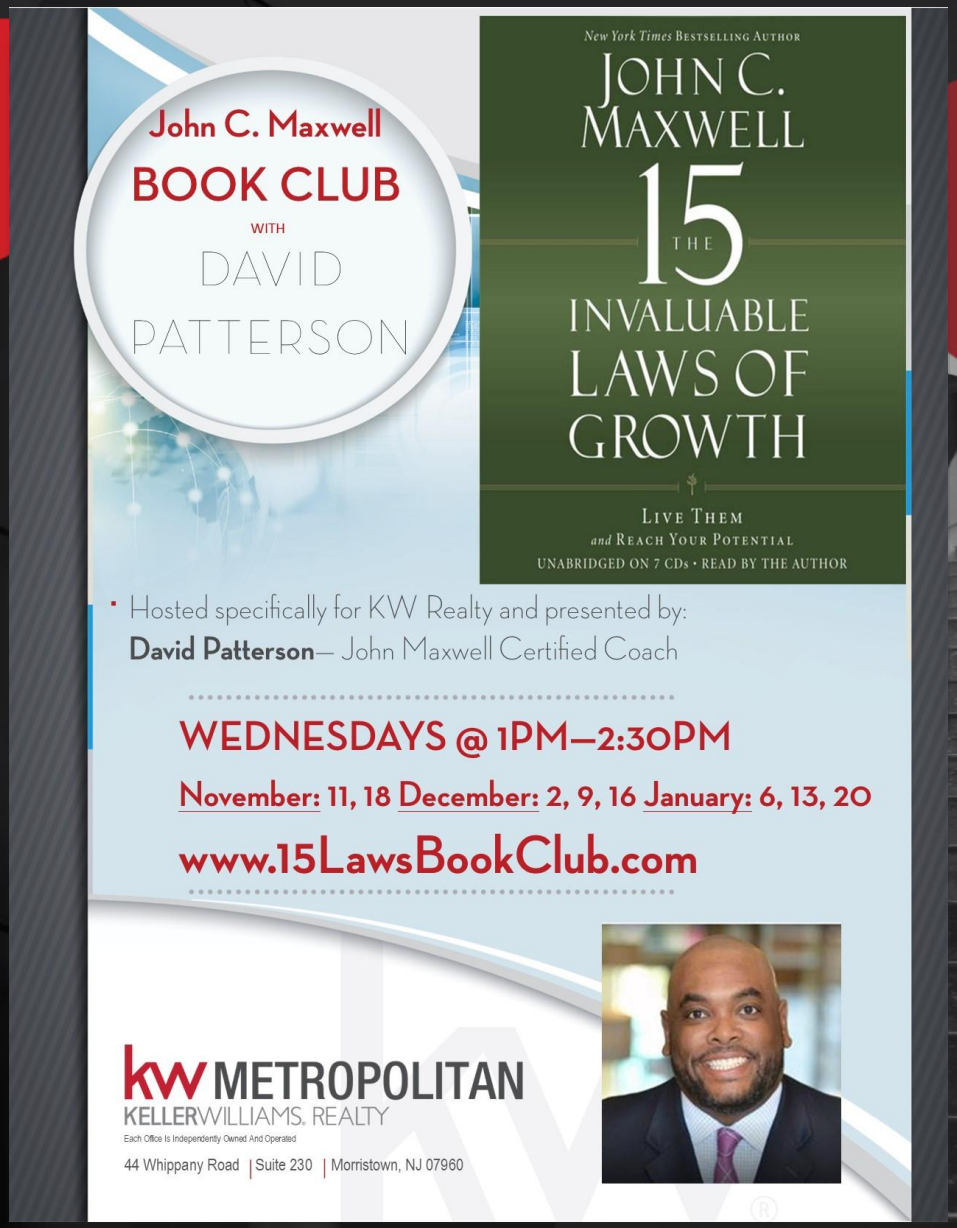
#1 Real Estate Company in the World!

kw METROPOLITAN KELLERWILLIAMS

#1 Office in Morris County!

Save The Date

Wednesdays at 1:00pm



LYFE

LYFE LINE

EVERY FRIDAY @ 4 PM

Find out what it means to
Live Your Future Everyday.

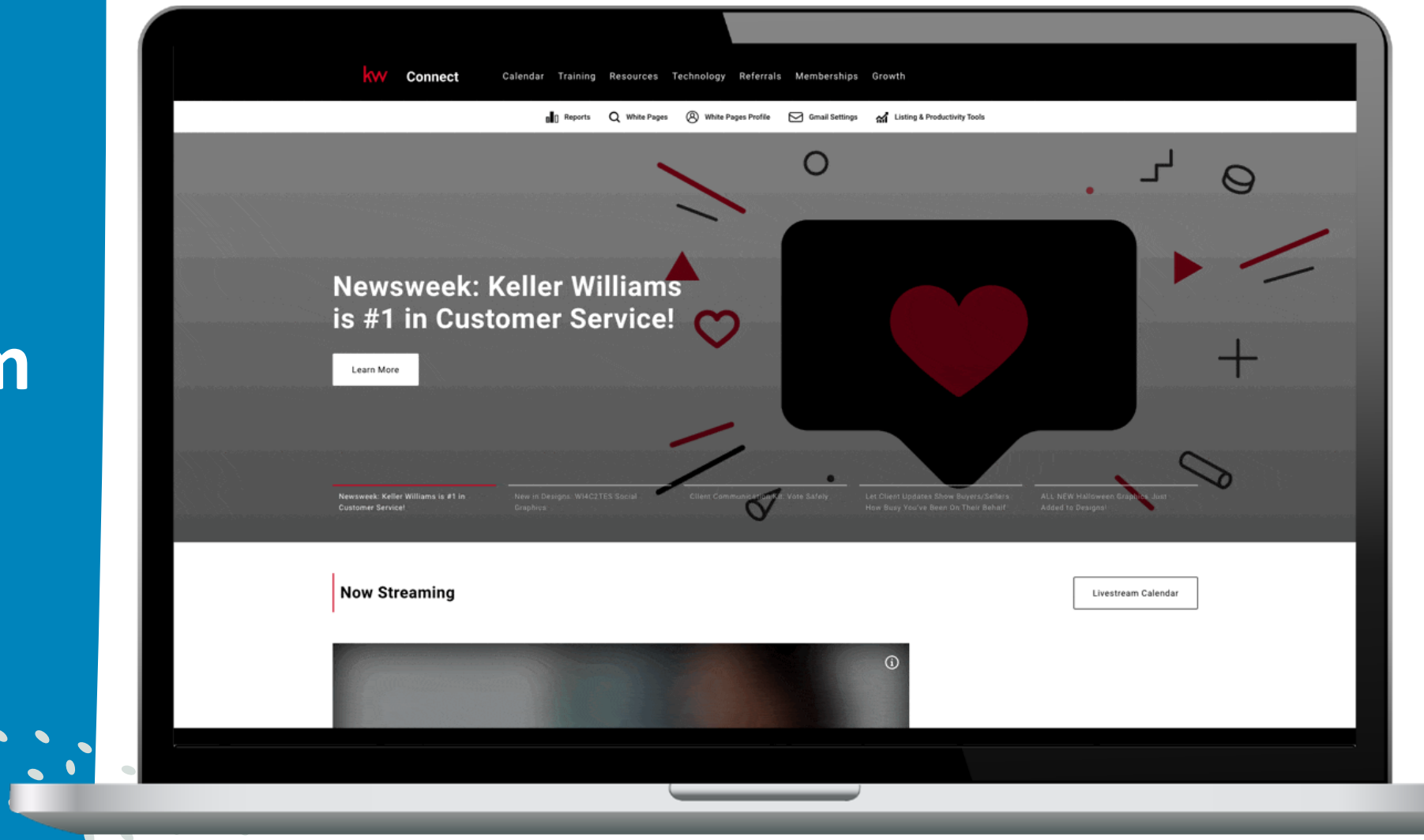
- *Market updates*
- *Growing your business*
- *Mindset training*
- *Thriving in the shift*
- *And so much more!*

https://www.kwconnect.com/search?q=Pivot2020-LYFEMoments&tfilter=ALL+CONTENT&sort=4&fs=3&typeId[]=8

Check this out:

The All-New KWConnect Homepage!

KWConnect.com



Now Trending on Outfront

OutFront.KW.com

Take Command

#1 Real Estate Company in the World!

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KELLERWILLIAMS.

#1 Office in Morris County!

New in Designs

WI4C2TES Social Graphics Carousel

Veterans Day

Thanksgiving Day

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WI4C2TES Social Graphics Carousel

Veterans Day

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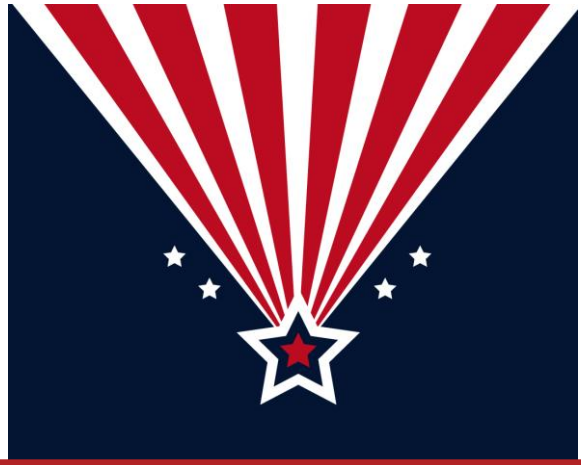
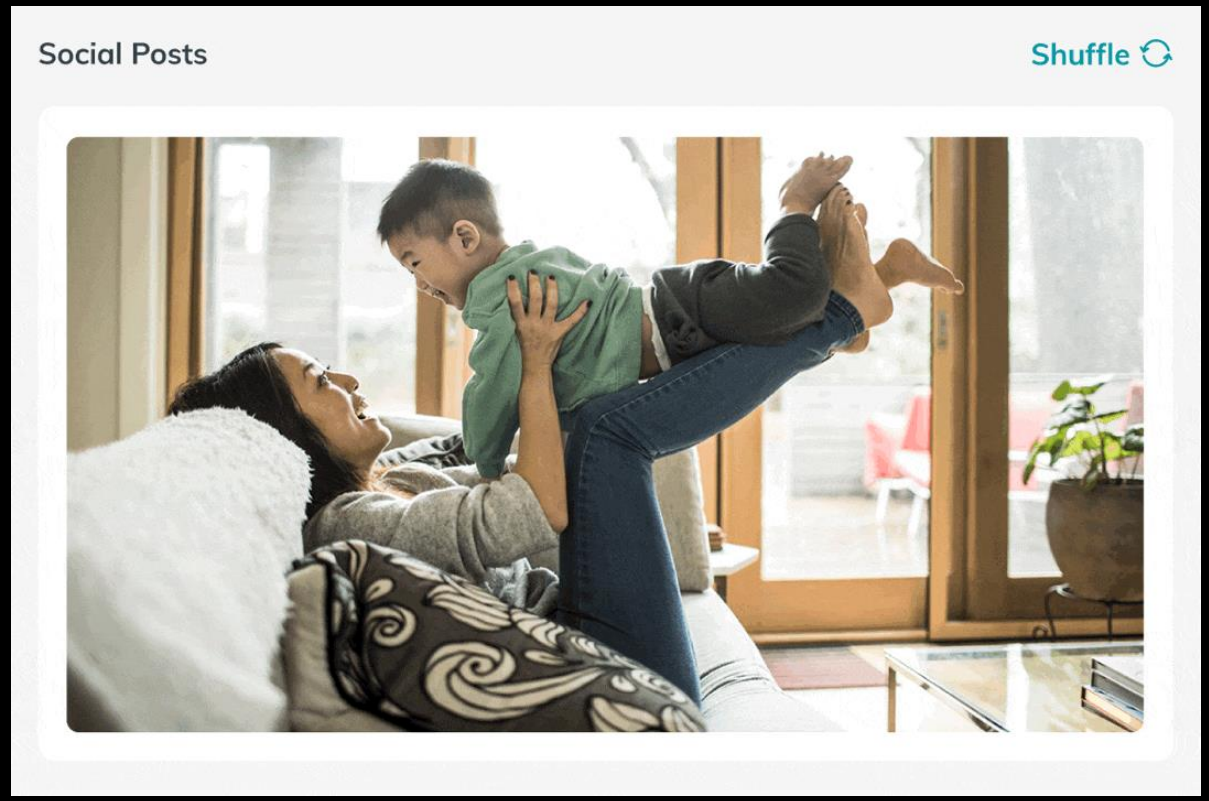


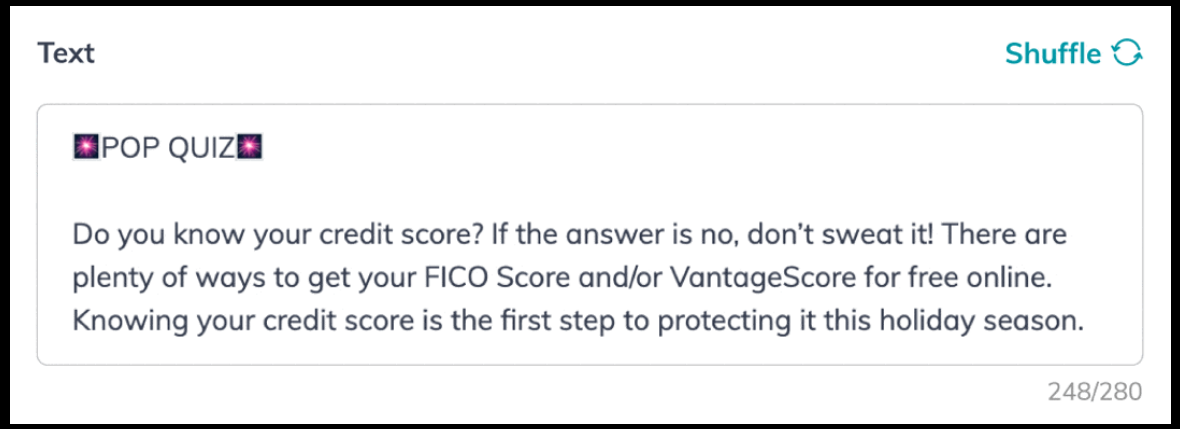
New to Command!

New Quick Posts in Campaigns



Choose an Image

Choose a Caption



eEdge Transition Next Steps, with Command and Market Leader

Dec 31

Thank You to Everyone Who Came to Our Corn Maze Event

#1 Real Estate Company in the World!
kw METROPOLITAN KELLERWILLIAMS
#1 Office in Morris County!

THANK YOU

kw METROPOLITAN
KELLERWILLIAMS® REALTY