

ROOM	SATURDAY // 5:00 - 6:15 p.m.	SUNDAY // 8:15 - 9:30 a.m.
Great Hall AD 3,500 seats	Why KW Is Focusing on Tech: Open Q&A with Josh Team	Become a Tech-Enabled Agent with Command
Great Hall BC 1,862 seats	Seven Steps to Earn 10 Listings a Month	Script Your Way to Success in a Shift
2-10 HBW Stage 800 seats	<i>No Session</i>	Build an Unbeatable Buyer System
Brivity Stage 800 seats	<i>No Session</i>	Brivity - How to List 500 Homes a Year
HWA Stage 800 seats	<i>No Session</i>	Connect, Cement, Convert
203-205 300 seats	Start, Lead, and Grow a Commercial Division	Make Your Commercial Tech Work for You!
206-207 400 seats	Using Keller Mortgage as a Tool to Increase Lead Generation	Promote Profitability Through the Productivity Solution Funnel
208-210 500 seats	Shift-Proof Your Market Center with the Growth Initiative's Proven Strategies	Showcase Your Technology
211-213 300 seats	MREA: Year 1	Find Your (Industry) Tribe
215-216 216 seats	Drive the CGI in Your Market Center <i>(For KW Worldwide Attendees Only)</i>	Open the Door to Open Houses
217-219 478 seats	Power Up Your Buyer Consultation	Take the First Step in Expanding Your Business, While Growing Your Profit
220-222 520 seats	Shift-Proof Your Business with Talent	Foundations of Your Real Estate Empire: The People and Systems That Ensure Success
225-227 322 seats	Build a Great Value Story with Your T ²	KW Cares Disaster Relief: Lessons Learned
228-230 378 seats	Are You BOLD Enough to Be a BOLD Coach?	Become a KW MAPS Coach and a Great Coaching Leader with Multiple Streams of Income
238-239 280 seats	BombBomb - Five Video Trends for 2019 That Your Market Hasn't Seen	Adwerx - A Brilliantly Simple Way to Win More Referrals
243-245 714 seats	Dominate Your Market as the Hyperlocal Expert	Dominate Your Market as the Hyperlocal Expert <i>(Repeat)</i>
252-254 364 seats	Elevate Your Business and Income by Leveraging Luxury	Maximize Your Luxury Membership Value Tools
255-257 364 seats	The Good, The Great (and a Few Mistakes) of Expansion	Seniors and Investors – The "Shift" Proof Market
260-262 533 seats	Make More Money and Keep It!	Plan for the Long Term with Profit Share
265-268 584 seats	Recruit Market Share	Use Data to Get Your Unfair Share
271-273 533 seats	How Do I SHIFT My Business?	How Do I Net a Million?
275-277 426 seats	Streamline Your Market Center with Opportunities in Command	Tell Your Story with the Tools of the Growth Initiative
278-282 583 seats	Agent-to-Agent Referrals: Build Your Business on the World's Largest Referral Network Platform	Engineer Your Profit in Pro Time with Cap Management
335-336 196 seats	Market Center Human Resources: Best Practices for Your Office	Wellness Ambassador Collaborative Assembly
338-339 280 seats	Live a Big Life: Discover Your Big Why and Live Your Mission	Personalize Value Prescriptions to Hit 4:1 Gross and Nail Your Goals!
343-345 714 seats	How to Successfully Build a 7th Level Team	Stand Out from the Crowd on Social Media
346-347 40 seats	<i>No Session</i>	Blast Off! How to Launch a Successful Market Center ON MODEL <i>(For KW Worldwide Attendees Only)</i>
352 250 seats	Land Sales by the Numbers	Land Sales at the Highest Level
356-357 364 seats	Work Smarter, Not Harder: Use the Growth Initiative's Vision Tools Together	Productivity Coaches: Recruit to Win

ROOM	SUNDAY // 1:30 - 2:45 p.m.	SUNDAY // 3:15 - 4:30 p.m.
Great Hall AD 3,500 seats	Expand Your Mind - Expand Your Business	Recruit and Retain with Technology
Great Hall BC 1,862 seats	The ONE Thing for Teams	Build the Ultimate Consumer Experience
2-10 HBW Stage 800 seats	BOLD 2.0: Dianna's Writing a Book! Be the First to Sneak a Peek!	Exponential Growth - 19 Strategies to Improve Your Wealth, Health, Business, and Self
Brivity Stage 800 seats	Brivity - Team UP! - How to Team-Build	Lead Gen Your Way to Success through the SHIFT with Scripts and Systems!
HWA Stage 800 seats	Build a Business That Thrives with Contacts in Command	Battle of the Script Masters
203-205 300 seats	Commercial 101: Fundamentals to Start a Successful Business	Strategic Business Planning and Prospecting for Commercial Brokers
206-207 400 seats	Drive Technology Adoption Through Your Value Communications	Pave the Path for Your Associates During the Shift
208-210 500 seats	The Art and Science of Coaching a Business	Bring Head-Turners (And Future Head-Turners!) On Board
211-213 300 seats	Build a CGI-Driven Productivity Coaching Program That Creates Cappers!	Power Up Your Buyer Consultation <i>(Repeat)</i>
215-216 216 seats	Lead Generate with Client Events	Crack the Code with FrontDoor <i>(For KW Worldwide Attendees Only)</i>
217-219 478 seats	Grow Your Business and Your Personal Wealth - Leverage Real Estate Investing	Launch! Lessons Learned from Adding an Expansion Location
220-222 520 seats	The Mobile Mega Team: Maximize Systems for Efficiency and Communication	The Hunt for Top Talent: Fill Your Pipeline When Unemployment Is Low
225-227 322 seats	Thrive in the Three Shifts with the Proven Systems and Models of the Growth Initiative	Market Leader - Connect and Convert with New Market Leader Tools
228-230 378 seats	Gross More, Net More: Recruiting Beyond Your Goals	Harness the Power of YouTube
238-239 280 seats	BoomTown - The Evergreen Business Model: How Top Producers Survive and Thrive in Any Market	Homes.com - Untapped Markets to Exponentially Grow Your Business
243-245 714 seats	The Art of Adding Value to Your Clients, Your Team, and Even Your Marriage	The Perfect Real Estate Assistant: The Secret Weapon in Your Arsenal
252-254 364 seats	Break into Luxury Without Breaking the Bank	Land Luxury Listings at the Right Price and Get Them Sold
255-257 364 seats	How to Win with iBuyers	Deliver Stellar Luxury Experiences Before, During, After, and Always
260-262 533 seats	SHIFT Your Mindset and Your Actions: Get Real, Get Right	Rookies Rock
265-268 584 seats	Create Urgency with Buyers	Nail Three Steps to Gross with Market Share
271-273 533 seats	How Do I Recruit Talent?	How Do I Find My Next Growth Opportunity?
275-277 426 seats	Play to Win with the Disappearing Cap	New to Keller Mortgage: come learn how to use this tool in your business
278-282 583 seats	<i>No Session</i>	Predict Your Financial Future with the Tools of the Growth Initiative
La Nouvelle 2,000 seats	<i>No Session</i>	ROAR: Strategic Influence
335-336 196 seats	Rules, Regs, and Readiness: Set Yourself Up for Success	Leveraging Benefits to Recruit and Retain Talent
338-339 280 seats	Live a Big Life: Discover Your Big Why and Live Your Mission <i>(Repeat)</i>	Operating Principal: Leverage the Growth Initiative to Move Your Vision from E to P
343-345 714 seats	Top Agents' Secrets of Thriving in a SHIFT	SHIFT Happens: Take Command of Any Market
346-347 40 seats	SHIFT Happens! <i>(For KW Worldwide Attendees Only)</i>	<i>No Session</i>
352 250 seats	Land 101: Breaking into Land	Industry Leaders Community (Invite only)
356-357 364 seats	Operating Principal: Hire and Align with a True Competitor in the Team Leader Role	Take Territory in a Competitive Shift

ROOM	MONDAY // 7:30 - 8:45 a.m.	MONDAY // 1:30 - 2:45 p.m.
Great Hall AD 3,500 seats	Scripts for Leadership: Building Scripts around the Technology Value Proposition	Learn Best Practices with Command
Great Hall BC 1,862 seats	Build a Top Team – Levels 1 Through 4	Level Up Your Lead Generation
2-10 HBW Stage 800 seats	Transition Your Team to Command	Price It Right and Protect Your Profit
Brivity Stage 800 seats	Easy Lead Generation Systems	Accelerate Your Results with Strategic Lead Generation
HWA Stage 800 seats	Increase Your Conversion Rates, Increase Your Opportunity	Take Territory with Listings
203-205 300 seats	State of the Economy and the Impact on Commercial Real Estate	Successful Business Strategies from KW Commercial's Top Women Brokers
206-207 400 seats	Stand Out from the Crowd on Social Media <i>(Repeat)</i>	Surprise and Delight Your Customers with Systems that Wow
208-210 500 seats	Open the Door to Open Houses <i>(Repeat)</i>	The Art and Science of Coaching a Business <i>(Repeat)</i>
211-213 300 seats	Keller Mortgage for Market Center Leadership: Using It as a Tool in Your MC to Build Agents' Businesses	Opportunity Knocks: Door-Knock Your Way to Success
215-216 216 seats	KW Family: Counterbalancing Business, Life, and Family	Win-Win Communication: Keep the Leadership Team on Track with the Four Conversations <i>(For KW Worldwide Attendees Only)</i>
217-219 478 seats	Double Your Business with Systems That Work	Agents and Assistants: Power Up Your Partnership
220-222 520 seats	SHIFT Your Business: Do More with Less	Grow Your Top Team – Levels 4 Through 7
225-227 322 seats	Homes.com - The Five Challenges High-Producing Agents Overcome	Market Leader - Lead Intelligence: Captured to Connected ASAP
228-230 378 seats	Build Win-Win Relationships with Your Sphere	Be the CEO of Your Business <i>(Repeat)</i>
238-239 280 seats	Market Leader - Connect and Convert with New Market Leader Tools	realtor.com - Anticipate and Crush Your Real Estate Marketing Masterplan
243-245 714 seats	Marketing Matters: Market Your Listings to Sell	Productivity Coaches: Coaching Your Recruits from Zero to Cap
252-254 364 seats	Best Practices in Resort and Second Home Markets	The Luxury Listing Specialist
255-257 364 seats	From Conversation to Conversion: FSBOs and Expired Listings	Agent-to-Agent Referrals: Build Your Business on the World's Largest Referral Network Platform <i>(Repeat)</i>
260-262 533 seats	Create Urgency with Sellers	Connect, Cement, Convert <i>(Repeat)</i>
265-268 584 seats	What It Takes to Build a Championship Team	Build a Big Buyer Business for You and Your Mega Agent
271-273 533 seats	How Do I Earn 10 Listings a Month? <i>(Repeat of Seven Steps to Earn 10 Listings a Month)</i>	How Do I Become a Young Industry Leader?
275-277 426 seats	Agent-to-Agent Referrals: Build Your Business on the World's Largest Referral Network Platform <i>(Repeat)</i>	Power Prospecting
278-282 583 seats	Build the Ultimate Consumer Experience <i>(Repeat)</i>	Bulletproof Your Transactions
La Nouvelle 2,000 seats	Take Command of Your Database	<i>No Session</i>
335-336 196 seats	How to Win with iBuyers <i>(Repeat)</i>	Take the First Step in Expanding Your Business, While Growing Your Profit <i>(Repeat)</i>
338-339 280 seats	Amplify Your Business by Working with Builders	Amplify Your Business by Working with Builders <i>(Repeat)</i>
343-345 714 seats	Win the Listing with Listing Consultations That Wow!	Take a Stand with Your First Hire
346-347 40 seats	Top of Mind: Revisiting 33 Touch <i>(For KW Worldwide Attendees Only)</i>	<i>No Session</i>
352 250 seats	Round Table: Prospecting, Marketing, and Tools to Build Your Land Business	Speak Like an Economist: An Introduction to Economic Concepts and Historical Perspectives in Housing
356-357 364 seats	Be the CEO of Your Business	Lead Generate with Client Events <i>(Repeat)</i>

ROOM	MONDAY // 3:15 - 4:30 p.m.	MONDAY // 5:00 - 6:15 p.m.
Great Hall AD 3,500 seats	Scale Your Tech-Enabled Business with Command	Preview Your New KW Consumer App
Great Hall BC 1,862 seats	How Billionaires Set Goals	Get to Yes with the Right Questions
2-10 HBW Stage 800 seats	Price It Right and Protect Your Profit <i>(Repeat)</i>	<i>No Session</i>
Brivity Stage 800 seats	Brivity - Generate 1,000 Leads per Month	<i>No Session</i>
HWA Stage 800 seats	Script Your Way to Success in a Shift <i>(Repeat)</i>	<i>No Session</i>
203-205 300 seats	Build Personal Wealth! Model Strategies of Top Commercial Brokers	Making Money through Commercial Referrals within KW and Beyond
206-207 400 seats	Downshift: Reduce Your Lease and Keep the Focus on Profit	Communication Strategies of Successful Leadership Teams Through the Four Conversations of the Growth Initiative
208-210 500 seats	Build a Top Team – Levels 1 Through 4 <i>(Repeat)</i>	Build a Better Budget and Protect Your Path to Profit <i>(Repeat)</i>
211-213 300 seats	Protect Your Business with Information Security and Data Privacy	The Six Personal Perspectives
215-216 216 seats	Communicating Value: Agent Trend, Agent LORE, and Local Expert <i>(For KW Worldwide Attendees Only)</i>	Power Your Market Center with Ignite <i>(For KW Worldwide Attendees Only)</i>
217-219 478 seats	Leverage Your Business Through Video	Farm Your Way to Your Financial Future
225-227 322 seats	Surprise and Delight Your Customers with Systems that Wow <i>(Repeat)</i>	Invest Like the Best with Tools and Tips from KW's Top Real Estate Investors
228-230 378 seats	Add Value to Your Market Center with KW Membership Divisions	Keep It Cultural: Drive Profitability with the Core Systems, Models, and Tools of the Growth Initiative
238-239 280 seats	Home Insurance Made Awesomely Simple and the Future of Insurance	Command Performance: Lead Your Agents to Leverage Command
243-245 714 seats	Transition Your Team to Command <i>(Repeat)</i>	Cultural Ambassador Training
252-254 364 seats	Your Luxury Value Proposition - It Matters Most in a Shifting Market	Leaders Leading the Way with Luxury
255-257 364 seats	Amplify Your Business by Working with Builders <i>(Repeat)</i>	Operating Principal: Engage Your Core and Investor Group
260-262 533 seats	Lead Generation Systems and Models of Megas	Run the Play: The Calendar of Growth Initiative Conversations
265-268 584 seats	Build an Unbeatable Buyer System <i>(Repeat)</i>	From Conversation to Conversion: FSBOs and Expired Listings <i>(Repeat)</i>
271-273 533 seats	How Do I Create a Lead Generation Machine?	How Do I Turn My Database Into a Databank?
275-277 426 seats	SketchHouse and Lead Accelerator: Lead Your Associates to Leverage Command's Marketing Tools	Claim Unfair Market Share: Recruit with the KPA
278-282 583 seats	Beyond the Transaction: Build Your Real Estate Expertise and Deliver Value	Productivity Coaches: Coach People to Their Highest Potential
La Nouvelle 2,000 seats	Leadership Lessons Learned from Great Leaders	Time Blocking - Proven Ways to Protect and Accomplish Your ONE Thing Without Getting Distracted
335-336 196 seats	Cocreation Summit: Envision the Future of KWKC (This session runs from 3:15 p.m. to 6:15 p.m.)	Cocreation Summit: Envision the Future of KWKC (This session runs from 3:15 p.m. to 6:15 p.m.)
338-339 280 seats	Build an All-Star Leadership Team	From Big Whys to Big Results: Win Big with CGI Goal Consultations
343-345 714 seats	Build a Better Budget and Protect Your Path to Profit	Accelerate Your Results with Strategic Lead Generation <i>(Repeat)</i>
352 250 seats	Growth Through Storytelling: Differentiate Yourself to Take Market Share	Bulletproof Your Transactions <i>(Repeat)</i>
356-357 364 seats	Tips from Top Productivity Coaches	Create Urgency with Sellers <i>(Repeat)</i>