



BCP Support

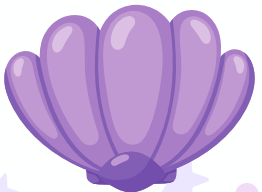












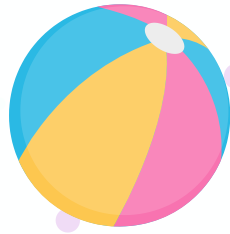



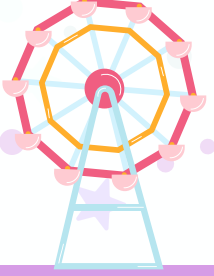
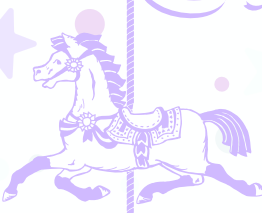



Join WhatsApp Group







www.tenaflykw.com

2 	3 Team Meeting 11 AM IGNITE YOUR CAREER: Make & Receive Offers 6:30 PM 	4 Matrix Class w/ Larry 11:30 AM	5 	6 Open Tech Hours w/ Natalie 10:30 AM - 12:30 PM
9 	10 Grand Opening Event 4:00 - 7:00 PM IGNITE YOUR CAREER: Negotiating 6:30 PM 	11 Set Your Buyers Apart In This Market w/ Natalie M 12 PM	12 	13 Open Tech Hours w/ Natalie 10:30 AM - 12:30 PM
16 	17 Keys to the Carnegie Kingdom w/ Ryan 12 PM IGNITE YOUR CAREER: Get to the Close 6:30 PM 	18 	19 	20 Open Tech Hours w/ Natalie 10:30 AM - 12:30 PM
23 	24 The Opportunity Mindset W/ Phyllis Taylor / 1 PM IGNITE YOUR CAREER: Plan Your Future/Realtor Etiquette 6:30 PM 	25 	26 	27 Open Tech Hours w/ Natalie 10:30 AM - 12:30 PM
30 				



Birthdays:

Danielle Heriot	6/8
Christine Nicholas	6/9
Stacy Esser	6/10
Karen Kleinman	6/11
Leandro Ramos	6/20
Shelley Moyers	6/21
Natalie Perez	6/22
Lori Danziger	6/23
Chuching Lu	6/23
Nurit Magen	6/24
Emily Zhu	6/28
Lan Kam	6/28



HEADLINERS:

TEAM MEETING

TUESDAY
JUNE 3
11:00 AM



RSVP TODAY!
forms.gle/Wm9hSEB7fqG2TFEw8

KW TOWN LIFE
KELLERWILLIAMS. REALTY

KW TOWN LIFE
KELLERWILLIAMS. REALTY

NJMLS MATRIX SYSTEM TECH TIPS



Are you in the Matrix?

Discussions & Insights

Join us for a quick and informative session with Larry Gruber as he shares helpful tech tips, shortcuts, and best practices for navigating the NJMLS Matrix System.



LARRY GRUBER
GUEST SPEAKER

WEDNESDAY, JUNE 4
11:30 AM
In-Person

RSVP TODAY!



KW TOWN LIFE
KELLERWILLIAMS. REALTY

KEYS TO THE CARNEGIE KINGDOM

with **Ryan Buccigrossi**

Keys to the Carnegie Kingdom is your inside access to mastering everything Carnegie has to offer. In this powerful session, Ryan will break down each program available through Carnegie—what they are, how to use them effectively, and why they matter. You'll walk away with a clear understanding of how these tools can elevate your business, set you apart from the competition, and open doors you didn't even know existed.

TUESDAY, JUNE 17
12:00 PM
TENAFLY MARKET CENTER
82 N SUMMIT ST, TENAFLY, NJ 07670



RSVP TODAY!

[FORMS.GLE/DVMPDXUMZ7Z18NWJ6](https://forms.gle/DVMPDXUMZ7Z18NWJ6)



JUNE 2025

KW Town Life Happenings

KW TOWN LIFE
KELLERWILLIAMS. REALTY

KW TOWN LIFE
KELLERWILLIAMS. REALTY

GRAND Opening EVENT

WE ARE PLEASED TO INVITE YOU TO OUR GRAND OPENING EVENT, WHERE WE WILL HAVE FOOD, DRINKS, AND MUSIC.

JUNE 10, 2025
4:00 - 7:00 PM

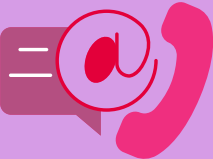
KELLER WILLIAMS TOWN LIFE
82 N SUMMIT ST, 2ND FLOOR, TENAFLY NJ 07670

KINDLY RSVP THAT YOU CAN JOIN US AT
JASPERGARRIGUES@KW.COM
OR SCAN THE QR CODE BELOW.



bit.ly/KWTLGrandOpening

CONTACT CORNER



ANA ENERSEN, EXECUTIVE TEAM LEADER
201-819-8584 | ANAENERSEN@GMAIL.COM

JOSE ORTEGA, CO-TEAM LEADER, BOR
201-675-6474 | BROKERKWTL@GMAIL.COM

LISA WACKS, MCA
201-894-8004 EXT. 506 | KLRW964@KW.COM

NATALIE PEREZ, DAS / MCTT
201-894-8004 EXT. 102 | FRONTDESK964@KW.COM

IGNITE YOUR CAREER
EVERY TUESDAY NIGHT

6:30pm - 7:30pm
ZOOM ONLY!
tinyurl.com/BCPlgniteYourCareer

- FOUR FUNDAMENTAL PILLARS:**
- BECOMING THE REAL ESTATE EXPERT
 - CREATING A LEAD GENERATION SYSTEM BASED ON YOUR SPHERE OF INFLUENCE
 - CREATING A LEAD FOLLOW-UP SYSTEM USING COMMAND
 - MANAGING THE TRANSACTION FROM APPOINTMENT TO POST-CLOSE

JANUARY

28TH: SPARK YOUR CAREER

FEBRUARY

4TH: EMBRACE YOUR JOB
11TH: CONNECT WITH YOUR MARKET
25TH: DEFINE YOUR VALUE

MARCH

4TH: GENERATE YOUR LEADS
11TH: GROW YOUR DATABASE
18TH: CAPTURE LEADS WITH OPEN HOUSES
25TH: CAPTURE LEADS WITH SOCIAL MEDIA

APRIL

1ST: CAPTURE MORE LEADS
8TH: KEEP EVERY LEAD
15TH: FOLLOW UP WITH LEADS
22ND: STRENGTHEN RELATIONSHIPS
29TH: QUALIFY POTENTIAL BUYERS & SELLERS

MAY

6TH: WIN THE BUYER
13TH: WIN THE SELLER
20TH: WORK WITH BUYERS & SELLERS

JUNE

3RD: MAKE & RECEIVE OFFERS
10TH: NEGOTIATING
17TH: GET TO THE CLOSE
24TH: PLAN YOUR FUTURE

