



CELEBRATING
55 YEARS

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KW Commercial hosts over 200 at annual retreat in Austin, TX

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At the annual KW Commercial Retreat, over 200 commercial real estate professionals met to embrace technology and education. There were several thought-provoking panels and outstanding national presenters at this event. Dr. Mark Dotzour, chief economist at Texas A&M University, presented The Economic Outlook for Investors & Business Decision Makers. Mike Lipsey, a nationally recognized leader in training and consulting for the commercial real estate industry, presented his top 10 Best Practices for Providing Immediate and Measurable Results, and Winning More Tenant Rep Assignments. Bob McComb presented Taking Your Business to the Next Level. ProspectNow Steve Wayne spoke: How to Dominate Your Market Using ProspectNow. REIS Marc Miniman, instructed Using REIS to Support your Clients Investment Decisions, how brokers can use the tools to provide local economic analysis, forecast rent, vacancy and inventory for all asset types, and value properties using comparable sales prices, financing terms and cap rates and KW Commercial announced their new corporate services division with Rich Uzelac.

KW Commercial has accelerated their investments in technology-driven business solutions. They have upgraded to a CRM solution with Salesforce, a cloud-hosted contact relationship manager system, Prospect-Now, a data-driven prospecting tool, and a KW Commercial Mobile Agent App. These leading-edge technology tools have accelerated their extraordinary growth by affecting their ability to better service their clients. Agent count and transaction volume totals are growing at annual rates above 25%. They are using this growth to fuel new programs such as our corporate services division.

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