

KELLER WILLIAMS LISTING SYSTEM

KWLS

Your Listing, Your Leads™



Instructor:

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Capital District

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KW Technology Specialist
Dotloop Certified Trainer

AGENDA

- The Model: What Is The KWLS
- Functionality: How It Works, What Needs To Occur First
- Timing: When To Do It
- Optimizing: What To Do With Your Listings
- *Benefits of Optimizing Your Listing On KWLS*

THE MODEL

The Keller Williams Listing System (KWLS) is **the only Real Estate Syndicator**, out of all Real Estate Companies that allow for specialized optimization and direct feeds to numerous websites that display For Sale & For Rent/Lease Properties.

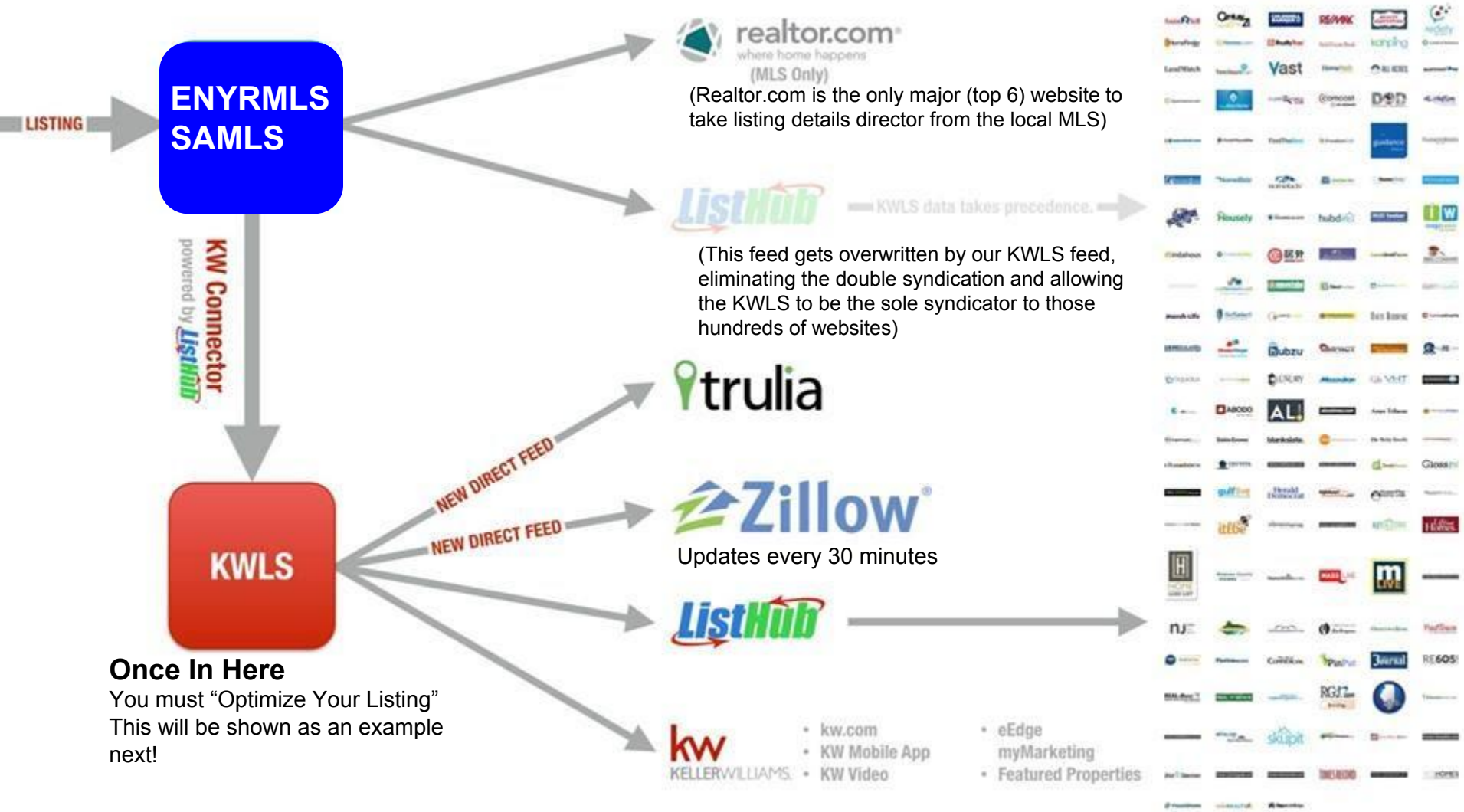
Allows for the Listing Agent (**YOU**) to be in control of your listing! This is extremely important because numerous online leads are generated on each listing on those “Syndicator” websites.

YOU control the photos, property details, & remarks

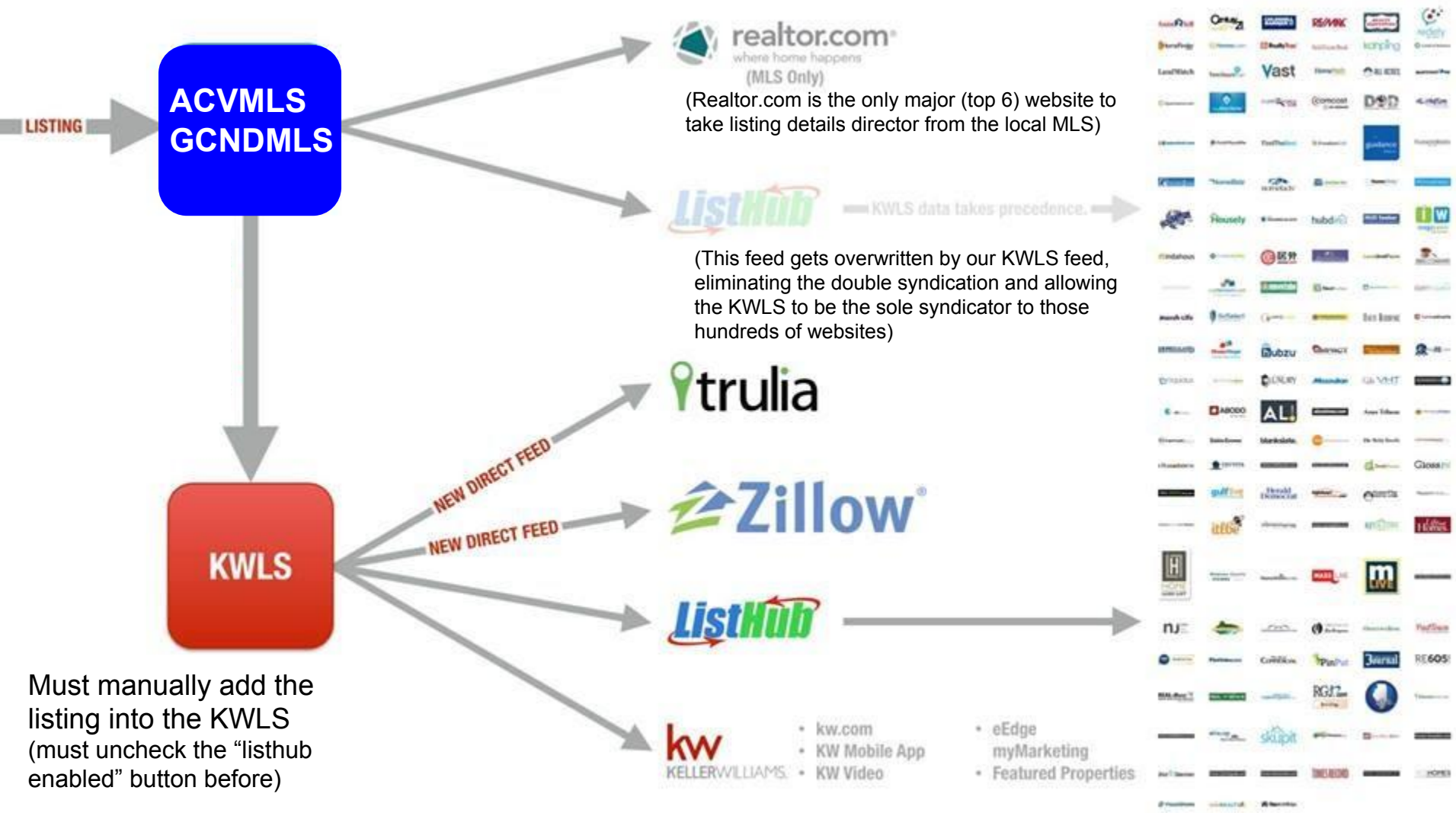
“YOUR LISTINGS, YOUR LEADS”



For Associates who belong to KW Connector MLS's ENYRMLS & SAMLs



For Associates who DO NOT belong to KW Connector MLS's ACVMLS & GCNDMLS



PREREQUISITES

- Successfully Joined A Multiple Listing Service)
- Your received an email from your Leadership
(acknowledging your IDX was approved)
- You Have one or more current listings
- Your ListHub Enabled Button is Checked (see below)

The screenshot shows the top navigation bar of the Keller Williams dashboard. On the left is the 'kw KELLERWILLIAMS' logo. In the center is a search bar with 'Find a Listing' and a magnifying glass icon, followed by 'Create a Listing +' and 'Go to Greensheets' with a document icon. On the right are 'Learn' and 'Help' links with icons. Below the search bar is a horizontal menu with 'Dashboard' (home icon), 'Initiated', 'Submitted', 'Accepted', 'Returned', and 'All'.

The 'Listings at a Glance' widget displays a summary of listing statuses. It features two columns of buttons, each with a corresponding count in a circle. The first column includes 'Initiated' (3), 'Submitted' (0), and 'Accepted' (0). The second column includes 'Returned' (0) and 'All' (3).

Status	Count
Initiated	3
Submitted	0
Accepted	0
Returned	0
All	3

The 'Your Listing Data' widget shows a horizontal bar chart with two categories: 'Expired' with a value of 2 and 'Withdrawn' with a value of 1. The bars are red.

Category	Count
Expired	2
Withdrawn	1

The 'Single Point of Entry' widget shows a list of market centers: 'Market Center' and 'Capital District'. To the right, the text 'ListHub Enabled' is displayed above a blue checkmark icon, which is circled in blue and has a blue arrow pointing to it.

HOW ACCESS THE KWLS

**Christopher Broughton**
Profile Completeness
100%
Profile | Reports

Find an Agent
Enter Agent Name

eEdge Control Panel myBusiness

1 myMarketing **2** myTransactions

- Create Marketing Materials
- Manage and Create Campaigns
- File Manager
- Market My Listings
- Manage KWLS
- Manage eEdge Website
- Manage eAgentC Website

Production Leads

Find a Listing Create a Listing Go to Greensheets

Dashboard Initiated Submitted Accepted Returned All

Listhub Enabled Box must remain checked, all the time. If you uncheck the box, you risk your listings not properly syndicating/updating to the 370+ websites (including KW)!

3 Listings at a Glance

Initiated	0	Returned	0
Submitted	0	All	23
Accepted	23		

Your Listing Data

Active	5
Expired	5
Sold	12
Withdrawn	1

Single Point of Entry

Market Center	ListHub Enabled
Capital District	<input checked="" type="checkbox"/>

HOW TO OPTIMIZE YOUR NEW LISTING

4 Choose the MLS Number/Listing Address that you are looking to “Optimize”:



Find a Listing 🔍 Create a Listing + Go to Greensheets 📄

Learn ? Help

Dashboard Initiated Submitted **Accepted** Returned All

View Listings

MLS	Agent	Address	City	State	Listing Status	KWLS Status
201615720	Broughton, Christopher	8 MARINELLO TER	Albany	NY	Active	Accepted
201609301	Broughton, Christopher	104 SERAF LA	Guilderland	NY	Active	Accepted
201608673	Broughton, Christopher	15 MORELAND AV	Albany	NY	Active	Accepted
201605012	Broughton, Christopher	108 ADAMS ST	Troy	NY	Sold	Accepted
201604757	Broughton, Christopher	76 GLENRIDGE RD	Glenville	NY	Sold	Accepted

5 In order to “Optimize Your Listing” you need to scroll down when you get to this section and click “edit”:

8 MARINELLO TER

Status: Listing has been accepted.

DETAILS IMAGES OPEN HOUSES VIRTUAL TOURS LINKS DO PREMIUM TOOLS

Home Overview

<p>• MLS Number: 201615720</p> <p>• Address: 8 MARINELLO TER</p> <p>Suite/Unit #:</p> <p>Address 2:</p> <p>• City: Albany</p> <p>• State/Province: New York</p> <p>• Zip/Postal: 12209</p>	<p>• List Price: \$1,100</p> <p>Current Price:</p> <p>List Date: July 28, 2016</p> <p>Expiry Date: October 31, 2016</p> <p>Listing Status: Active</p> <p>Market Center: Capital District</p> <p>Listing Agent: Broughton, Christopher</p>	<p>• Property Type: Rental/Lease</p> <p>Distressed Property:</p> <p>Year Built:</p> <p>Sq. Ft.: 0</p> <p>Bedrooms: 3</p> <p>Full Baths: 1</p> <p>Half Baths: 0</p>
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Edit Greensheet



Technology

HOW TO OPTIMIZE YOUR NEW LISTING

7 Now everything will become unlocked, with the exception of the address details, focus on these sections in order to successfully “optimize” your listing, lets start with the “Home Overview Section”:

Home Overview

MLS Number: 201615720	List Price: * 1100	Property Type: * Rental/Lease
House Number: * 8	Current Price: Enter numerals only, no commas.	Distressed Property:
Street Name: * MARINELLO TER	Listing Date: 07 28 2016	Year Built: Enter numerals only, no commas.
Suite/Unit #: 	Expiry Date: 10 31 2016	Sq. Ft: 0
Address 2: 	Listing Status: * Active	Bedrooms: 3
City: * Albany	Display Address Online: Yes	Full Baths: 1
State/Province: * NY	Market Center: * Capital District	Half Baths: 0
Zip/Postal: * 12209		

Expiry Date:

Can only extend out for 179 days or less. If you listing expires longer than 179 days, do not worry! The KWLS will automatically move the date for you, after each day.

If you are not with a KW Connector MLS, you must manually correct this, the KWLS will notify you when your listing is set to expire within a week of that date.

HOW TO OPTIMIZE YOUR NEW LISTING

7

Now everything will become unlocked, with the exception of the address details, focus on these sections in order to successfully “optimize” your listing, lets start with the “Property Description & School Information”:

Property Description

Here is where you can alter and add more to your “remarks”. The KWLS allows up to 1000 characters. Don’t forget to check the box! This will shut off all other syndicators of your listing, with the exception of you!

Description:

Remarkable and well cared for rental unit. Beautiful hard-wood trim. Newer carpet. Recently painted. Second floor walk-up. Easy on-street parking in desirable area. Huge 3 bedroom, 1 bath unit with bonus room, and huge front and back porch overlooking gardens. Incredibly clean unit. W&D hookup in kit. w/ Range and full-size refrigerator. Fantastic neighborhood a short walk away from restaurants, shops and Spectrum

Check box to lock the description field

School & Area Information

School District:

Albany

Grade School:

Junior High School:

High School:

Region:

County:

Albany

Township:

Area:

Subdivision:

Cross Street:

Delaware Avenue

Map URL:

i.e. <https://google.com/maps>

Latitude:

42.6417565

Longitude:

-73.7825855

[Click here to get GPS coordinates](#)

**Anytime you plan to ADD or REMOVE remarks from the MLS, you must go on here and do the same*

HOW TO OPTIMIZE YOUR NEW LISTING

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Now everything will become unlocked, with the exception of the address details, focus on these sections in order to successfully “optimize” your listing, let's start with the “Additional Features”:

Additional Features

Stories: <input type="text" value="0"/>	Style: <input type="text"/>	Central Air: <input type="text" value="Wall Unit(s) A/C"/>
Lot Size: <input type="text" value="0.0"/>	Design Details: <input type="text"/>	Heating: <input type="text" value="Hot Water,Radiator"/>
Car Garage: <input type="text"/>	Basement Details: <input type="text"/>	Utilities: <input type="text"/>
HOA Dues: <input type="text"/>	Master Bed Details: <input type="text"/>	Water District: <input type="text"/>
Annual Taxes: <input type="text" value="Enter numerals only, no commas."/>	Rec Room Details: <input type="text"/>	Rooms: <input type="text" value="0"/>
Interior Features: <input type="text"/>	Dining Room Details: <input type="text"/>	Dining Rooms: <input type="text" value="1"/>
Exterior Features: <input type="text"/>	Living Room Details: <input type="text"/>	Living Rooms: <input type="text" value="1"/>
		Fireplaces: <input type="text" value="0"/>

Green Home Information

Indoor Air Quality:

Water Conservation:

Energy Efficient:

Green Building Cert:

Luxury Listings

Luxury Home: [More Information](#)

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HOW TO OPTIMIZE YOUR NEW LISTING

9

That will send you back to the Listing's Overview Page; there is ONE more item to address BEFORE closing out of the KWLS - click the "image" button:

8 MARINELLO TER

Status: Listing has been accepted.

DETAILS **IMAGES** OPEN HOUSES VIRTUAL TOURS LINKS DOCS PREMIUM TOOLS

Home Overview

* MLS Number: 201615720	* List Price: \$1,100	* Property Type: Rental/Lease
* Address: 8 MARINELLO TER	Current Price:	Distressed Property:
Suite/Unit #:	List Date: July 28, 2016	Year Built:
Address 2:	Expiry Date: October 31, 2016	Sq. Ft.: 0
* City: Albany	Listing Status: Active	Bedrooms: 3
* State/Province: New York	Market Center: Capital District	Full Baths: 1
* Zip/Postal: 12209	Listing Agent: Broughton, Christopher	Half Baths: 0

8 MARINELLO TER

Status: Listing has been accepted.

DETAILS **IMAGES** OPEN HOUSES VIRTUAL TOURS LINKS DOCS PREMIUM TOOLS

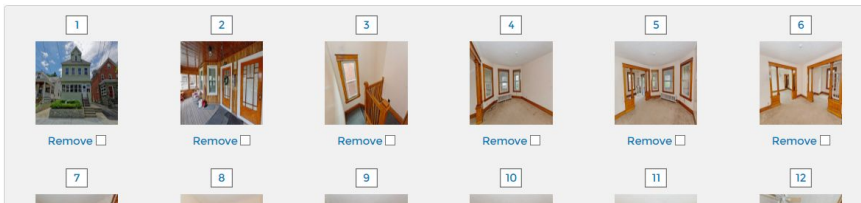
Current Photos

Tips:

1) To reorganize your photos, modify the number to the left of the photo, then click **Save Changes**.

2) To remove an unwanted photo, click the removal box to the far right of that photo, then click **Save Changes**.

Save Changes

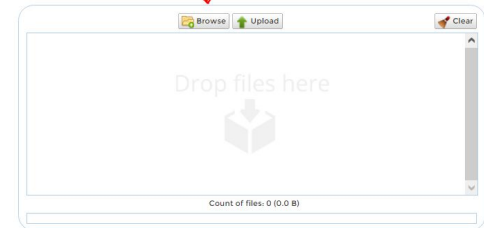


Click here to upload additional photos.

Allows You To Add More Photos

Click here to upload additional photos.

By checking this box, you have locked and control your photos. They will not be updated with the ListHub import.



Only these image types can be uploaded: *.jpg; *.jpeg; *.png; *.bmp".

**Anytime you plan to ADD or REMOVE pictures from the MLS, you must go on here and do the same*

THE BENEFITS

439 NW 15th St, Oklahoma City, OK 73103
 7 beds - 7.5 baths - 8,618 sqft
 FOR SALE \$1,299,000
 \$5,796/mo
 Get pre-qualified

CONTACT LISTING AGENT
 Carolin Woodruff
 Keller Williams - Metro-Williams Realty, LLC
 2022 NW 15th St
 Oklahoma City, OK 73103

CONTACT PREMIER AGENT
 I am interested in 439 NW 15th St, Oklahoma City, OK 73103.

KWLS Listings on Zillow

900 NW 19th St, Oklahoma City, OK 73106
 5 beds - 5 baths - 5,705 sqft
 FOR SALE \$1,298,500
 \$5,796/mo
 Get pre-qualified

CONTACT AGENT
 Carolin Woodruff
 Keller Williams - Metro-Williams Realty, LLC
 2022 NW 15th St
 Oklahoma City, OK 73103

Other Brokerages on Zillow

\$1,299,000
 Use if you qualify for this home.

Contact Listing Agent
 Carolin Woodruff
 Keller Williams - Metro-Williams Realty, LLC
 2022 NW 15th St
 Oklahoma City, OK 73103

Contact Premier Agent
 I am interested in 439 NW 15th St, Oklahoma City, OK 73103.

439 NW 15th St
 Oklahoma City, OK 73103
 Single Family Home 8,618 sqft 3800' Drive on Trulia
 7 Bedrooms \$111/sqft
 7 full, 1 partial Bathrooms Lot size: 0.33 acres

KWLS Listings on Trulia

\$1,298,500
 Use if you qualify for this home.

Contact Listing Agent
 Carolin Woodruff
 Keller Williams - Metro-Williams Realty, LLC
 2022 NW 15th St
 Oklahoma City, OK 73103

Contact Premier Agent
 I am interested in 900 NW 19th St, Oklahoma City, OK 73106.

900 NW 19th St
 Oklahoma City, OK 73106 (Single-Fam)
 Single Family Home 5,705 sqft Built in 1920
 5 Bedrooms \$226/sqft
 5 full, 2 partial Bathrooms Lot size: 7,000 sqft

Other Brokerages on Trulia

RE-LISTING THE SAME PROPERTY

If you re-list on the MLS the same property (ie. the listing has a new MLS number) you MUST perform the following to avoid any challenges:

The screenshot shows the Keller Williams dashboard. The 'Listings at a Glance' section has four buttons: 'Initiated' (0), 'Submitted' (0), 'Accepted' (0), and 'Returned' (0). The 'All' button also shows 0. The 'Single Point of Entry' section shows 'Market Center' as 'Capital District' and 'ListHub Enabled' as a checked box. There are also links for 'MARKETING PACKAGES [+]' and 'VIRTUAL TOURS [+]'.

The screenshot shows the 'View Listings' page with a table of listings. The table has columns for MLS, Agent, Address, City, State, Listing Status, and KWLS Status. The listing with MLS number 201602063 is highlighted with a red box. The text 'Click the MLS Number of the old listing' is displayed above the table.

MLS	Agent	Address	City	State	Listing Status	KWLS Status
201618255	Broughton, Christopher	6 HARDING ST	Albany	NY	Active	Accepted
201615720	Broughton, Christopher	8 MARINELLO TER	Albany	NY	Active	Accepted
201609301	Broughton, Christopher	104 SERAF LA	Guilderland	NY	Active	Accepted
201608673	Broughton, Christopher	15 MORELAND AV	Albany	NY	Sold	Accepted
201605012	Broughton, Christopher	108 ADAMS ST	Troy	NY	Sold	Accepted
201604757	Broughton, Christopher	76 GLENRIDGE RD	Glenville	NY	Sold	Accepted
201603274	Broughton, Christopher	149 SANFORD ST	Glens Falls	NY	Sold	Accepted
201602063	Broughton, Christopher	6 HARDING ST	Albany	NY	Active	Accepted
201601183	Broughton, Christopher	255 NEW SCOTLAND AV	Albany	NY	Sold	Accepted
201525258	Broughton, Christopher	7 SAMPSON AV	Troy	NY	Expired	Accepted
201523838	Broughton, Christopher	255 NEW SCOTLAND AV	Albany	NY	Sold	Accepted

The screenshot shows the listing details page for 6 HARDING ST. The listing status is 'Active'. The listing agent is Broughton, Christopher. The listing price is \$240,000. The listing date is September 01, 2016. The listing expires on November 16, 2016. The listing status is circled in red.

The screenshot shows the listing status dropdown menu. The options are: Active, Pending, Pending Contingent, Pending - Taking Back-Ups, Under Contract, Withdrawn, Temporarily Off Market, Transaction Not Closed, Sold, and Expired. The 'Withdrawn' and 'Expired' options are highlighted in yellow. A blue arrow points to the 'Save' button.

FYI:
Make sure you nurture your listings in the KWLS and maintain the listing's "Status"

Make sure the "Status" is entered as "expired" or "withdrawn" (this should be already done)

PENDING A LISTING

Once your listing has received an Escrow/Deposit Check, you may now change the status of that listing:

The screenshot shows the Keller Williams dashboard with a navigation bar containing 'Find a Listing', 'Create a Listing', and 'Go to Greensheets'. Below the navigation bar, there are tabs for 'Dashboard', 'Initiated', and 'Submitted'. The main content area features a 'Listings at a Glance' section with four buttons: 'Initiated', 'Submitted', 'Accepted', and 'Returned'. The 'Accepted' button is circled in red. Below this is a 'Single Point of Entry' section with 'Market Center' and 'ListHub Enabled' options.

The screenshot shows the Keller Williams dashboard with a navigation bar containing 'Find a Listing', 'Create a Listing', and 'Go to Greensheets'. Below the navigation bar, there are tabs for 'Dashboard', 'Initiated', 'Submitted', 'Accepted', 'Returned', and 'All'. The main content area features a 'View Listings' section with a heading 'Click the MLS Number of the now Pended Listing'. Below this is a table of listings with columns for 'MLS', 'Agent', 'Address', 'City', 'State', 'Listing Status', and 'KWLS Status'. The listing with MLS number 201602063 is highlighted with a red box.

MLS	Agent	Address	City	State	Listing Status	KWLS Status
201618255	Broughton, Christopher	6 HARDING ST	Albany	NY	Active	Accepted
201615720	Broughton, Christopher	8 MARINELLO TER	Albany	NY	Active	Accepted
201609301	Broughton, Christopher	104 SERAF LA	Guilderland	NY	Active	Accepted
201608673	Broughton, Christopher	15 MORELAND AV	Albany	NY	Sold	Accepted
201605012	Broughton, Christopher	108 ADAMS ST	Troy	NY	Sold	Accepted
201604757	Broughton, Christopher	76 GLENRIDGE RD	Glenville	NY	Sold	Accepted
201603274	Broughton, Christopher	149 SANFORD ST	Glens Falls	NY	Sold	Accepted
201602063	Broughton, Christopher	6 HARDING ST	Albany	NY	Active	Accepted
201601183	Broughton, Christopher	255 NEW SCOTLAND AV	Albany	NY	Sold	Accepted
201525258	Broughton, Christopher	7 SAMPSON AV	Troy	NY	Expired	Accepted
201523838	Broughton, Christopher	255 NEW SCOTLAND AV	Albany	NY	Sold	Accepted

FYI:
You may choose to keep your listing "Status" as Active if you choose to leave it as that. Pending status listings will most likely now show on those websites.

The screenshot shows the Keller Williams dashboard with a navigation bar containing 'Find a Listing', 'Create a Listing', and 'Go to Greensheets'. Below the navigation bar, there are tabs for 'Dashboard', 'Initiated', 'Submitted', 'Accepted', 'Returned', and 'All'. The main content area features a listing detail page for '6 HARDING ST'. The listing status is 'Active', which is circled in red. A red arrow points from the 'Active' status in the listing detail page to the 'Active Pending' status in the legend on the right.

- Active
- Pending
- Pending Contingent
- Pending - Taking Back-Ups
- Under Contract
- Withdrawn
- Temporarily Off Market
- Transaction Not Closed
- Sold
- Expired

Once a listing is set as "Pending" the expiration date does not automatically move forward

CLOSING A LISTING

Once your listing has received a Closing Check, you may now change the status of that listing:

The screenshot shows the Keller Williams dashboard with a navigation bar containing 'Find a Listing', 'Create a Listing', and 'Go to Greensheets'. Below the navigation bar are tabs for 'Dashboard', 'Initiated', and 'Submitted'. The main content area features a 'Listings at a Glance' section with buttons for 'Initiated', 'Submitted', 'Accepted', 'Returned', and 'All'. The 'Accepted' button is circled in red. Below this is a 'Single Point of Entry' section with 'Market Center' and 'ListHub Enabled' options.

The screenshot shows the Keller Williams dashboard with a navigation bar containing 'Find a Listing', 'Create a Listing', and 'Go to Greensheets'. Below the navigation bar are tabs for 'Dashboard', 'Initiated', 'Submitted', 'Accepted', 'Returned', and 'All'. The main content area features a 'View Listings' section with the instruction 'Click the MLS Number of the now Closed Listing'. Below this is a table of listings with columns for 'MLS', 'Agent', 'Address', 'City', 'State', 'Listing Status', and 'KWLS Status'. The row for MLS number 201602063 is highlighted with a red box.

MLS	Agent	Address	City	State	Listing Status	KWLS Status
201618255	Broughton, Christopher	6 HARDING ST	Albany	NY	Active	Accepted
201615720	Broughton, Christopher	8 MARINELLO TER	Albany	NY	Active	Accepted
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201605012	Broughton, Christopher	108 ADAMS ST	Troy	NY	Sold	Accepted
201604757	Broughton, Christopher	76 GLENRIDGE RD	Glenville	NY	Sold	Accepted
201603274	Broughton, Christopher	149 SANFORD ST	Glens Falls	NY	Sold	Accepted
201602063	Broughton, Christopher	6 HARDING ST	Albany	NY	Active	Accepted
201601183	Broughton, Christopher	255 NEW SCOTLAND AV	Albany	NY	Sold	Accepted
201525258	Broughton, Christopher	7 SAMPSON AV	Troy	NY	Expired	Accepted
201523838	Broughton, Christopher	255 NEW SCOTLAND AV	Albany	NY	Sold	Accepted

FYI:
You must set the status to "SOLD" in order to guarantee that it will be reported as such

The screenshot shows the Keller Williams dashboard with a navigation bar containing 'Find a Listing', 'Create a Listing', and 'Go to Greensheets'. Below the navigation bar are tabs for 'Dashboard', 'Initiated', 'Submitted', 'Accepted', 'Returned', and 'All'. The main content area features a '6 HARDING ST' section with the status 'Listing has been accepted.' Below this is a 'Home Overview' section with a table of listing details. The 'Listing Status' is circled in red.

MLS Number:	Address:	City:	State/Province:	Zip/Postal:	List Price:	Current Price:	List Date:	Expire Date:	Listing Status:	Market Center:	Listing Agent:	Property Type:	Year Built:	Sq. Ft.:	Bedrooms:	Full Baths:	Half Baths:
201618255 (change)	6 HARDING ST	Albany	New York	12208	\$240,000		September 01, 2016	November 16, 2016	Active	Capital District	Broughton, Christopher	Single Family		2495	5		1

Active
Pending
Pending Contingent
Pending - Taking Back-Ups
Under Contract
Withdrawn
Temporarily Off Market
Transaction Not Closed
Sold
Expired

Once you complete and submit a greensheet the status in the KWLS will show as "Sold"

KWLS Guide

A Guide To Successfully Maintaining Your Listings

ACTIVE LISTINGS

- **JUST LISTED** - optimize your listing within the first 48 hours, after your listing is LIVE on the MLS
- **EDITING LISTING ON MLS** - whenever you add “images” or “remarks” to the MLS, copy/paste those changes onto the KWLS, as long as you want interested buyers to see those changes.
- **OPEN HOUSE** - after adding your Open House onto the MLS, add it to the KWLS; in the “Open House” tab. once inside the KWLS profile of that listing.
- **EXPIRING / WITHDRAWALS** - you must go into your KWLS, make sure it has the correct “status” and is set as “Expired” or “Withdrew”

PENDING LISTINGS

- **PENDING** - once you pended your listing on the MLS, make sure it is labeled on the KWLS too.

** You may force a “pending” listing to maintain an “active” status. This will keep the listing on Zillow/Trulia. Just be aware that you must change this status once your listing closes, or it will maintain “active” even after it sells.*

SOLD LISTINGS

- **CLOSED** - once the pending property has successfully closed and it is labeled “sold” make sure it is labeled on the KWLS too.
- **CLAIMING SOLDS** - don’t forget to claim your listings on your FREE Zillow/Trulia accounts.

FIRST LISTING

- Slight Delay from when your listing will appear on the KWLS (24 hours at most)
- Contact your Leadership as soon as you make your first listing live on the MLS

Changes made on the KWLS will most likely update overnight, various exceptions.
Zillow - updates every 30 minutes (MC’s that are “FasterIsBetter”)

SUPPORT OR INQUIRES ON KWLS

CONTACT KW SUPPORT:

- Your Listing Is Not Correct On Zillow or Trulia
- Your Active Listing Is Not In The KWLS
 - Remember to make sure your listing is “Optimized” on the KWLS

512-306-7191 or Support@kw.com

eEdge Mastermind Group:

www.facebook.com/groups/eEdgeMastermind

***KWCDTech.YouCanBook.me** for MORE Market Center Support
KWConnect.com, search **KWCD**, scroll down and view my videos*

QUESTIONS, COMMENTS & CONCERNS?



THANK YOU FOR ATTENDED!!

DON'T FORGET TO EVALUATE ME:

www.KWUEval.com

KWCD Associates Only:

KWCD TECH SUPPORT PAGE

KWCDTech.YouCanBook.Me

Email Me

Jpug@kw.com (<12 business hours)

Call Me

518-724-5922

For training outside normal office hours, email
YourRedTrainer@gmail.com

NON KWCD Associates

In-Person / Virtual Training Inquires:

YourRedTrainer@gmail.com