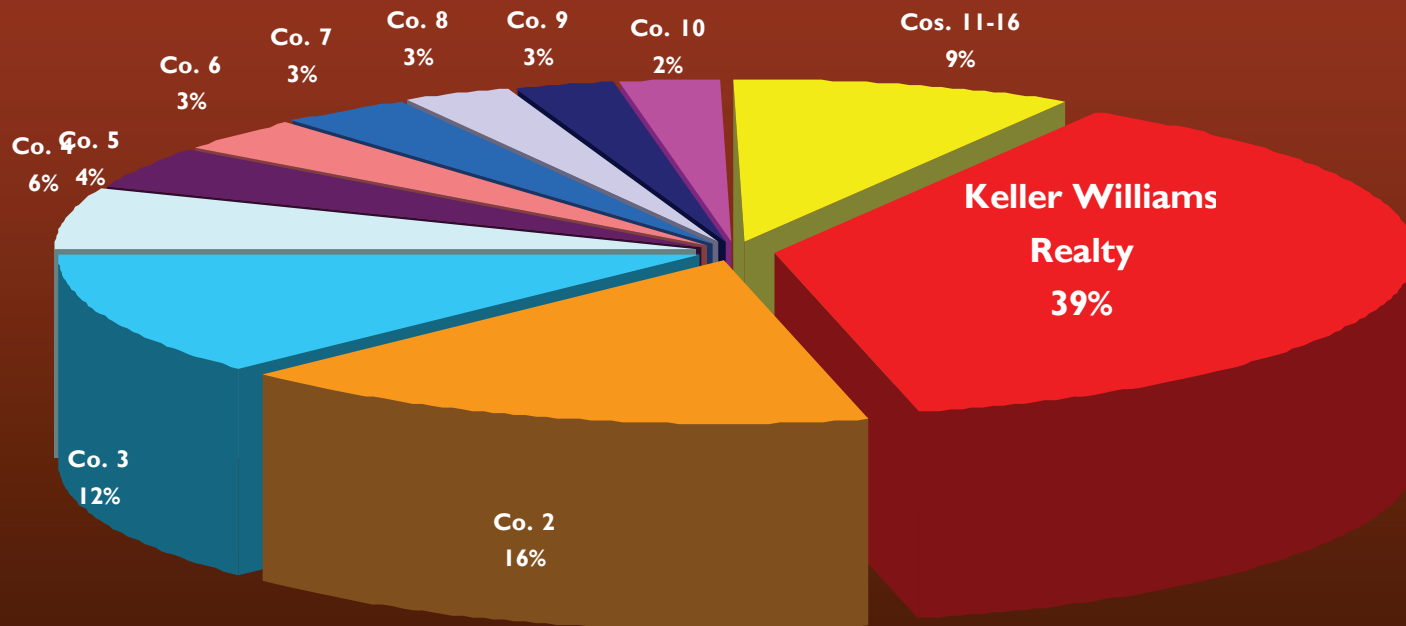


Our Company, Keller Williams Realty has the Lion's Share of the Real Estate Market in Austin.

% of Real Estate Market Share in Greater Austin by Each Company for 2007



See the Light and Move Over

I want to offer my clients the best the real estate industry has to offer. The resources offered by my real estate company is an important part of my offering. In May of 2007, I began carefully studying the possibility of joining Keller Williams Realty. Keller Williams' top position in the Austin market and innovative business model got my attention. As I looked closer, I was amazed by the company's vision, and it won me over. The winning combination of Keller Williams' customer service, economic model, profit sharing model, and agent-focused technology initiative make it a good decision.

The company provides the education, training, and most of all, company culture within which each associate and staff member can truly be interested in helping each other. Keller Williams distributes approximately forty five percent of its profits at the end of each month to the associate partners. As a result, every one wants to help, and each year, the Agent Leadership Council oversees and contributes to how each market center runs.

When I owned my own real estate company from 1986 to 1999, I dreamed of running a company embodying the ideas and vision implemented by Keller Williams Realty today. The agents have an opportunity to learn and embrace technology, education, and business models to improve the way they are doing business, and empower them to succeed by being the best they can be. I am fortunate enough to have a Computer Science Degree, but I still needed help in some areas of the real estate business. Traveling throughout the United States, I earned a CRB designation and learned from other realtors. I could see how essential it is to offer training and consulting to agents, but it required more time and money than I could personally afford.

Keller Williams' vision extended much broader than mine. Management uses a "bottom up" methodology, where the agents make decisions about their business. Traditional "top down" management methods place all decisions in the hands of a few owners and managers. Keller Williams Realty successfully develops and empowers its associates, so they can succeed while developing and empowering the company. In each Market Center, an agent leader council, elected each year, makes decisions about how the center should operate.

Keller Williams understands that real estate agents are the foundation of a real estate company. Without them, there is no business. KW created

an environment that rewards agents involved in the decision making and growth of the company. For instance, mega-agents have the opportunity to work from a personal office. Working from my West 35th street office, I get full support from the staff at Keller Williams Realty's South West Market Center. Most traditional brokers do not understand this concept. They are run by management types, making all the decisions, and their agents are the last ones to even know about it. In other words, those companies are run by suits who might not even understand what an agent does in the field. With Keller Williams Realty, the Agent Leadership Council, elected annually, is composed of agents from each Market Center. Unlike many of our competitors, important decisions will come from our agents.

At Keller Williams, agents are empowered to vote on issues affecting them, and affecting their customers and clients. Now, as a member of the Agent Leadership Council for 2008, I am convinced I made a good decision by joining the Keller Williams team. Not only can I grow my business, I can stay abreast of industry opportunities in technology, education, and the real estate market. I am empowered by Keller Williams leadership in market and technology training. Gary Keller, Mo Anderson, Mary Tenant, Mark Willis, Eric Copper and many other leaders in the company are completely committed to making this a better world for agents. They are enhancing what our industry can offer buyers and sellers. I can really appreciate them for it. Gary Keller brings us the most innovative and creative ways to do business. I truly enjoy and benefit from his teachings.

Keller Williams is the top company in the Austin real estate market, with over 39% of market share. It is one the fastest growing companies in the United States and Canada, with over 700,000 associates and plans to expand around the globe. Each time I walk into the Southwest Market Center, the top producing office in the world, I am in awe of the powerful positive energy and attitude the staff and associates show. The Keller Williams Realty associate thinks like a top producer, acts like a trainer-consultant, and focuses all its actives on service, productivity, and profitability.

Working here with Keller Williams Realty, success is much easier. Keller Williams gives you the tools you need. If you are interested joining us call me - Roya Johnson 512-472-1000, a top producer in the Austin market. My goal is to offer my buyers and sellers the best service in the real estate industry. I am delighted to have the Keller Williams Realty force behind me.