

YOUR COACHES



MEREDITH DELEO

Meredith DeLeo is the co-founder, Broker / Realtor, marketing guru, and Lion Queen of The DeLeo Group of Keller Williams Infinity. Meredith and her husband Joe began their company in 2018 and quickly became top producers, ranking in the top 20% of their Keller Williams company (Over 1,000 agents) each year. Meredith is an enthusiastic, energetic, and passionate REALTOR with a strong background in marketing, networking, negotiating, and educating. Within 12 months of becoming licensed, Meredith recognized that she had changed the trajectory of her family's financial outlook simply by helping others achieve their real estate goals. Meredith was hired as a Launch Coach in March 2021 to help inspire, teach, mentor, and coach new agents and help them get into

production faster. She helps agents grow in knowledge and confidence so that they, too, can live life by design, not default. She enjoys pouring into new agents and sharing knowledge and experience to elevate the industry of real estate. She believes that collaboration over competition offers a deeper understanding of resources that contributes to higher achievement and personal joy.

Meredith thrives on relationships always coming from a place of contribution. Whether in real estate or life, she enjoys connecting others to meet and achieve their goals! From the closing table with a client to the training table with a new agent, Meredith strives to be Fiercely Different.



JULIE OSWALD

Julie has been a licensed real estate agent since 2006 and has consistently ranked in the top 20% of producers within her Keller Williams Market Center. As an active producing agent, she brings credibility and practical insight to every coaching conversation, helping agents apply Keller Williams Models and Systems in ways that actually work in their businesses.

Since 2017, Julie has served as a Keller Williams Productivity Coach, partnering with agents at all stages of their careers to build strong foundations, establish effective habits, and create intentional, goal-driven business plans. In 2020, she expanded her leadership by launching and

leading a Dual Career Coaching Program, working closely with agents to help them move into production faster while confidently navigating career transitions.

In addition to business strategy, Julie serves as a Productivity Tech Coach, guiding agents in using Command and KW technology to simplify their systems, stay organized, and focus on the activities that drive results.

Known for her supportive yet direct coaching style, Julie combines accountability with encouragement. She works alongside agents to provide clarity, build confidence, and help them create sustainable, scalable businesses rooted in Keller Williams culture.

INFERNO - COACHING PROGRAM

INFERNO SPARK SESSIONS - FULL TIME

6 weeks/18 sessions long. 3 weekdays per week, 9am-12pm, at the Naperville Campus.

Topics Covered:

The First Spark - Market Mastery - Igniting Your Career - Commanding Your Pipeline, Mortgages 101 -

All Things Leads - All Things Buyers - Commanding Your Contact to Contract - The Buyer Agent Playbook - The Seller Agent Playbook - All Things Listings - CMA, Listing Drafts, and Contract Writing Like a Pro - Keys to Rentals - The Negotiation Playbook - Client Conversation Lab - The Art of the Deal: Conversations & Consultations - GPS: From Plan to Production - Set It Ablaze

FLEX PATH/DUAL CAREER - PART TIME

A flexible coaching program designed for part-time or dual career agents with access to weekly Zoom trainings, a quarterly in-person weekend class, and small group opportunities.

Topics Covered:

Buyers - Listings - Offers (Submitting, Negotiating, and Multiple) - Open Homes - Rentals - CMAs

TRAILBLAZER SESSIONS

Meets for 90-minute sessions twice monthly on the first and third Tuesdays of each month, 1pm-2:30pm in the Naperville Training Room.

Topics Covered:

Design Your 2026 Playbook the Simple Way - Network Like a Boss - Habit Stacking: Small Actions, Big Momentum - I have a client... Now what?: From Pipeline to Lifetime Creating a World-Class Client Experience - The Conversation Lab - A New "Form" of Lead Gen - Uniquely You: Answer "Why You" in a Crowded Market - Artificial Intelligence vs. Agent Intelligence - Pipeline Is Everything/ Torch Talks: Lighting the Way with Powerful Masterminds and Workshops - Chaos to Clarity: Database Domination - Mid-Year Momentum: Reignite Your Goals - Farm to Table: Turning Neighbors into Clients

INNER CIRCLE

Advanced coaching experience for one-on-one coaching designed for producing agents looking for growth through consistency and accountability. Weekly and monthly coaching sessions available.

IMPACT 60

Single-session coaching. Pay per session. One hour. Your way. Tackle one aspect of your business under the guidance of an esteemed coach. Includes a 30-minute follow-up session.