



Jana  
Hayes

“ Build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving. ”

# GROWING With KW Southwest

by Amy Sharp

**N**ew year, new opportunities. Chad St. Jean has served as the Keller Williams Southwest (KWSW) Team Leader for more than a decade. Under Chad's leadership, KWSW has grown and prospered. This year, as an Operating Partner at KWSW, Chad is expanding into new opportunities, and one of KWSW's own, Jana Hayes, is taking over the reigns as Team Leader.

Jana began her career at KWSW back in 2014. Jana says, "I knew no one back then. I'm from the Czech Republic, and I had no local contacts except my husband and his family. Behind the outstanding leadership, mentorship, tools, and resources here at KWSW, I found success in a short period of time." That same year, Jana was named the KWSW Rookie of the Year. Today, 10 years later, Jana still holds the record for Rookie of Year GCI (gross commission income) at KWSW.

By 2015, Jana was a KWSW Top Producing Agent and was awarded the "Top 20 under 40 Rising Star in Real Estate" award by the Houston Association of Realtors. That same year, she became a Productivity Coach (PC) for KWSW. Jana is credited with

building one of the most successful PC programs in the nation. In 2020, she was asked to take over as Team Leader at Keller Williams Signature in Katy. In three years, Jana grew that marketplace from 230 agents to 580. This year, the opportunity arose for Jana to return to KWSW as Team Leader.

"I'm very grateful and honored to be back home," smiles Jana. "This is where I started as a brand new agent. Everything I know, I learned from Chad and watching the many successful agents I've met and had the opportunity to get to know here at KWSW. I grew under their wing. Now, I want to lock arms with our agents and help them crush it in 2024 and beyond. Why? Because I've been there. I was once the new person here at KWSW, and I'm very passionate about coaching others into reaching their full potential."

"As Team Leader, I will continue the unique culture KWSW has to offer," continues Jana. "Mentoring others into lives worth living and businesses worth owning. That's what this is all about!"

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