

CENTURY 21 Preferred Realty Mentorship Program

CENTURY 21 Preferred Realty is dedicated to ensuring the success of our agents. To support this, we offer a Mentorship Program designed to benefit both mentors and mentees. The program equips new agents with the practical skills, knowledge, and confidence needed to thrive in the real estate business. As a new agent, it is essential to understand the sales-driven nature of the industry and the importance of generating your own leads and managing your business. By providing hands-on experience, real-time guidance, and professional development, this program helps new agents navigate challenges and become self-sufficient, productive sales agents.

Mentorship Agreement

Overview:

This Mentorship Agreement formalizes the relationship between mentor and mentee, setting clear expectations for support, training, and compensation. The goal is to accelerate the success of new agents by providing comprehensive hands-on guidance.

Mentor's Commitments

- 1. Training & Showings:**
 - Participate in up to five client showings to demonstrate best practices and client interactions.
- 2. Vendor & Presentation Access**
 - Share access to personal vendor lists and provide listing/buyer presentations.
- 3. MLS Listings Review:**
 - Review five MLS listings with the mentee to enhance understanding of listings and their structure.
- 4. Listing Presentation & Appointments:**
 - Help create one listing presentation and attend up to three listing appointments.
- 5. Contract Writing:**
 - Assist in writing three listing contracts and ensure review of the first three listings before they are entered into the MLS.
- 6. Buyer's Contracts Review:**
 - Review the first five buyer's contracts to ensure accuracy and legal compliance.
- 7. Purchase Contract Writing & Negotiation:**
 - Guide through writing and negotiating the first three purchase contracts.
- 8. Open House Shadowing:**
 - Shadow and support the mentee through one Open House event, including setup, breakdown, and interaction with visitors.
- 9. Transaction Assistance:**
 - Provide hands-on guidance through one complete real estate transaction, including negotiations, deposit, inspections, repairs, appraisal, mortgage commitment, CO (Certificate of Occupancy), and final walkthrough.
- 10. Closing Attendance**
 - Attend one closing to ensure the mentee understands the full transaction lifecycle.

Mentorship Duration:

The mentorship program will last for 90 days. During this time, weekly one-hour meetings will focus on topics such as:

- Time management strategies
- Effective use of social media for real estate
- Prospecting for clients
- Accountability and progress tracking

Compensation:

The mentor will receive 50% of the mentee's commission from their first two transactions.

Mentee's Commitments:

1. **Proactive Learning:**
 - Actively participate in showings, appointments, and trainings with the mentor to develop necessary skills.
2. **Tasks & Feedback:**
 - Take responsibility for executing tasks such as drafting contracts, preparing listings, and managing open houses, while implementing feedback from the mentor.
3. **Continuous Improvement:**
 - Stay informed on industry trends, market conditions, and best practices by attending company-provided training and professional development sessions.
4. **Professional Conduct:**
 - Maintain professional behavior and open communication with the mentor, clients, and office team.
5. **Reporting:**
 - Provide regular updates to the mentor and office management on progress, challenges, and areas needing improvement.

Tracking Progress:

A task completion sheet will be utilized to track the mentee's progress, ensuring accountability and enabling timely compensation for the mentor.

Signatures:

Mentor (Signature)_____

Mentee (Signature)_____

Task	Completed	Mentor Initial and Date
1. Provide training in up to five client showings		
	i.	
	ii.	
	iii.	
	iv.	
	v.	
2. Share access to personal vendor lists, listing and buyer presentations.		
3. Review five MLS listings to enhance understanding		
	i.	
	ii.	
	iii.	
	iv.	
	v.	
4. Assist in creating one listing presentation and attending up to three listing appointments		
	i.	
	ii.	
	iii.	
	iv.	
5. Accurately writing three listing contracts and review your first three listings before entering the information into the MLS.		
	i.	
	ii.	
	iii.	
6. Review the first five buyer's contracts received.		
	i.	
	ii.	
	iii.	
	iv.	
	v.	
7. Guide through writing three purchase contracts, assist with contract reviews helping you negotiate those first three purchase offers		
	i.	
	ii.	
	iii.	
8. Shadowing one Open House while properly setting up and breaking down the event.		
	i.	
9. Guide through one transaction: Assist with negotiations, Deposit, Inspections, Negotiation Repairs, Appraisal, Mortgage Commitment, Certificate of Occupancy, and Final Walk-Walkthrough.		
	i.	
10. Attend one closing to ensure familiarity with the full transaction lifecycle		
	i.	