



Mentorship Program Contract

Congratulations! You are taking the next step towards improving your real estate career!

This form completes your enrollment to the Mentorship Program and gets you scheduled for training and tasks. We are excited to see you invest in yourself and professional growth!

Due to our TER Mentors and Top Agents taking their own time, knowledge, and passion for this industry to pass along to you, we ask for the following commitment and contract from you.

Expectations:

1- Attendance

- I agree to complete a minimum 14-week program to accelerate my career where *'in person'* attendance is encouraged.
- I understand that attendance to this program is critical, and it is up to me to attend. If I am unable to attend in person, I may be provided Zoom links or pre-recorded trainings, however, they are not guaranteed. Attendance in person is the most effective action in this program. If I miss a class, training, or task, I understand that it is up to me to get any recorded trainings, any outstanding topics missed and that I must still complete the homework. I understand that a makeup class may not be provided and that I must keep up w/ the class on my own time. Our Mentors will do their best to help you with missing classes, however it is not guaranteed. Recordings will not always be available.

2- Homework/Tasks:

I understand that my success is related to my personal commitment, completion of homework (timely) and implementation of tools, scripts, and trainings that I learn. Failure to complete homework and tasks from our program will weaken your ability to be as successful as intended.

Mentorship Fee/Commission Split:

I agree and understand that the company will split 20% of my commission on my first three closed transactions. (Or next three, if you are an existing agent) I agree that I will notify the payroll team and my mentor of my next three closings to ensure that the 20% commission split due is accurately dispersed by way of "Internal Referral Form" available on Dotloop or Portal.

The company will help track the three transactions; however, it is up to the agent to keep the company and mentors notified of these transactions and ensure pay out. Due to the time, work, and investment in this program, I understand that if I leave the mentorship program early, do not attend all the trainings, or am terminated from TER, I am still liable to split my next/first 3 closed transactions at 20%.

Your Mentors should still be called for coaching and help on your first three files. We are all here to help you!

If I depart from TER during the mentorship program, regardless of the cause, the fees will still be collected. The company reserves the right to collect the 20% from your new brokerage or to collect an early termination fee of \$500 due upon departure. The company can assess this fee by way of referral form, existing credit card on file or via commission. This can be collected by TER before a transfer is approved to another brokerage. This should be discussed with your Broker.

The company has the right to discontinue your mentorship program at any time if you are not attending regularly, completing homework, or failing to display the true mission of the company or program during your enrollment. Fees may still be collected due to the time you attended.

I understand that even after graduation, I can ask for help from anyone at TER. Mentors, Broker, Management, and I have unlimited access to all recorded trainings and that I wish to brush up on. Growth from our Mentorship Program is Forever!

Be Kind, Be Positive and Apply yourself! 😊

Agent Name: Print: _____

Agent Signature: Date: _____

Whether you are a new agent, an experienced agent or even an agent that wishes to improve their results, our mentorship program can help accelerate your professional development. Our mentors have gained professional experience and practical skills throughout their real estate careers. They are passionate about sharing that with you!