

## SmartMAP Realty

### Mentoring Agreement

In an effort to support you and your real estate career, SmartMAP Realty has developed a Mentoring program for you to work directly with a Mentor. The Mentor will guide you through the many facets of a real estate transaction and coach you in developing your skills you need in order to be successful.

The goal of this program is to assist you in learning the process and tools associated with completing your first transaction as well as productive involvement in SmartMAP Realty. For the purpose of this agreement, the parties shall be the Mentor and the Mentee.

#### **Agreement Between Mentor and Mentee:**

1. Agents who have recently started their real estate career are strongly encouraged to join the Program. Mentors will mentor the mentees through their first closing.
2. Mentor will arrange meeting with a lender and a title company to get mentee introduced to "teaming".
3. Mentee will observe listing presentation and buyer consultation (mock or real)
4. Mentor will help with first Listing Appointment and first Buyer Rep appointment
5. Mentor will help mentee write their first contract and help with negotiations
6. The Mentor will be the point of contact for the Mentee between the hours of 9:00 a.m. and 5:00 p.m. Monday through Friday. Outside these hours, the Mentee is encouraged to minimize contact as much as possible.
7. Mentor agrees to assist Mentee in working with buyers, sellers, handling objections, completing real estate paperwork, guidance through the listing and purchase process, and working with scripts and role playing. Lead generation is not the responsibility of the Mentor.
8. The Mentee agrees to complete all training required by SmartMAP Realty for new Agents. The Mentee also agrees to allocate sufficient time for working with buyers, sellers, and lead generation.
9. The Mentee agrees to attend Company and Mentor meetings. The Mentee understands the importance of being held accountable and will time block to ensure they attend these important sessions necessary for their success as a Realtor.
10. The Mentee agrees to communicate openly and honestly with the Mentor and to follow the Mentor's recommendations for necessary activities, work, and required training.

11. Repeated failure to follow the recommendations from the Mentor or to attend meeting and training sessions, may result in the Mentor to terminate the Mentorship effort.

**Financial Agreement for Mentee/Mentor:**

In return for mentoring provided by the Mentor, the Mentee agrees to pay a 30% mentoring fee on the first closed transaction to the Mentor.

This agreement commences: \_\_\_\_\_

This agreement ends: \_\_\_\_\_ (recommend six months)

Mentee: \_\_\_\_\_ Date: \_\_\_\_\_

Mentor: \_\_\_\_\_ Date: \_\_\_\_\_

SmartMAP Realty: \_\_\_\_\_ Date: \_\_\_\_\_

Property Address: \_\_\_\_\_