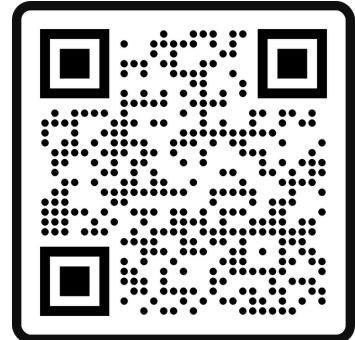


- Multi level 101 , 201, and 301 agent business development coaching
- Realistic goal setting and training for full time or dual career agents
- Training and implementation of Keller Williams KW Command Systems
- Development tools like Matrix, Realest, Instanet, NARRPR, HUD Homes
- 24/7 access to CoachingKW.com website for training and assistance
- In-person / Phone / or virtual GOOGLE MEET coaching formats
- “One on One Coaching” and “Group Coaching”
- Negotiation training and assistance with paperwork
- Lead generation and prospecting development
- Weekly structured agent accountability
- Scripts mastery and roll-play and lead nurturing strategies
- Lead cultivation and conversion
- Earned leads for agents to work with
- Neighborhood Farming Tools
- Document Compliance Review
- Coaching and Training Videos with 24/7 access
- Online booking for coaching sessions
- Development of Buyers Presentation
- Development of Listing Presentation
- Connection with industry vendors
- Seller Net Sheets - Development
- PICRA Repairs and Negotiations - Development
- CMA - Development and tools
- MLS Search - Development
- Custom Smart Plans for Lead Conversion
- Transaction Management Assistance
- Coaching for TEAM DEVELOPMENT
- Coaching for INDIVIDUAL AGENT BUSINESS MODELS



**Schedule a session to see if
coaching is right for you**
CoachingKW.com



*Life Change
Starts Now!*

WELCOME TO THE PRODUCTIVITY COACHING PROGRAM

Congratulations on making the decision to move your career and production forward! We believe and teach that **"Your business grows to the extent that you do"** and because of this, we are so excited to be working with you.

We realize this is a commitment to improve your personal and professional life and we don't take that lightly. In fact, we have a great deal of respect for your investment of time, and therefore we will coach you through the activities needed to achieve your goals and hold you accountable and able to perform those activities.

Our Mission is:

**To build careers worth having, businesses worth owning, lives worth living,
experiences worth giving, and legacies worth leaving.**

The job of a Productivity Coach is to educate, guide, direct, and motivate you in building a solid foundation upon which you can build your career and business as large as you choose. We strive to get you to keep 100 percent of your commissions by becoming a KW Capper. We complete this through accountability sessions held weekly. These sessions are both group and/or individual sessions, depending upon your production level, and advance as your production increases.

Our first goal is to help you begin the process of building a business plan you can follow and live by. We will support you with the implementation of your plan, including breaking through any limiting beliefs and helping you to shift your mindset to constantly think bigger.

We understand that there is not just one way to accomplish a task, and we look forward to sharing with you the models and systems that are best practices to follow to grow a successful business. We will be flexible in our sessions, allowing you to address your issues as well as guiding and directing you toward the activities needed to improve your business.

We are committed to helping you through mentorship, inspiration and motivation to keep you growing and in motion toward accomplishing your goals. Taking you from where you are now to becoming a Capper is our goal, to do this we will help you track your business activities, especially lead generation, lead conversion, and bottom-line results. Now onward toward your success!



Jason Freer
Head of Productivity Coaching
for KW Coastal Virginia Chesapeake
757-434-4297 - JasonFreer@kw.com

A handwritten signature in black ink that reads "Jason Freer".