

Productivity Coaching Program

The Keller Williams Coastal Virginia office believes in an agent's growth and encourages agents to take advantage of all that Productivity Coaching offers. The goal of the Productivity Coaching Program is to assist you in your personal and professional growth through increased production and success as well as to encourage your involvement in the office.

Commitment between Coaching Agent and Productivity Coach

The Productivity Coach will be the point of contact for the Agent between the hours of 9 a.m. and 6 p.m. Monday through Friday. **Agents should plan accordingly with their coach ahead of time when they have business opportunities that will need more interaction and assistance from their coach after normal coaching hours.** (EX: Negotiation Coaching when writing an offer in the evening)

The agent agrees to complete required office training along with any other required training deemed appropriate within the first **60 days for full time agent / 90 days for dual career** of joining the Program. This includes the following 6 office trainings : **Jumpstart Into Command, New Agent Orientation, Listing Agreements, Purchase Paperwork, Contract to Close, and How To Get Paid.**

Participation Clause

Your success is very important to your coach, the program and the office. Agents may be removed from the program for **non-participation** or **non-performance** of assigned activities. Agent performance will be evaluated at **30, 60 and 90 day** check points.

Financial Agreement for Agents in the Coaching Program

In return for coaching, support, the use of paid lead sources and provided materials, The Agent pays the Productivity Coach 10% of the total gross commission earned by the Agent once enrolled in the Program until the Agent closes **3 transactions** with in a **one (1) year period** from the date of this agreement. This amount shall be paid by the Agent in their OPPORTUNITIES / COMMISSIONS section in KW COMMAND.

Renewal Opportunity

An agent's commitment to coaching is for **3 closed transactions** in a **one (1) year** period. At that point, if an agent wants to continue to work with their Coach for additional guidance and use the Programs lead sources and materials, the agent has the opportunity to continue in the program if desired. This renewal will be on a per-deal basis for 10% from the Agent. This renewal must be approved by head of the coaching program and the Keller Williams Coastal Virginia team leader.

Head of Coaching: _____

Office Team Leader: _____

Agent Name: _____

Signature: _____

Phone: _____ E-mail: _____

Today's Date: _____