

Productivity Coaching Agreement



Productivity Coaching

KW Cornerstone Realty is proud to offer the Keller Williams Realty International Productivity Coach Program to our agents who are new to the business and/or have not built their business to the capping level. The Productivity Coaching guides you in building a solid foundation for your new business that will allow you to live the life you desire.

The Mission: Empower agents to build successful businesses through support, training and accountability, to take agents from zero to cap (Z2C), then on to KW Maps Coaching.

NEW Individual Agents (newly licensed) are automatically enrolled in the Rising Stars Coaching Program until they reach CAP status within their hiring anniversary year:

Rising Stars are new agents with less the \$2M in sales volume.

- *Attend and successfully complete Ignite including all Mission/Workshop days
- *Weekly 60 Minute group coaching /mastermind session 4x per month
- *Attend a minimum of one weekly training session at the Market Center
- * 3 one-on-one sessions with the Productivity Coach per month.
- * Complete all required Board of Realtor and MLS training requirements within specified time frames.
- * The Productivity Coach will be available during normal business hours.

For existing agents who have not capped, they may elect to participate in the coaching program at the appropriate level, however, existing agents must agree to be in the coaching program until they cap with a minimum of 6 months commitment, or until they cap.

NOTE: Groups and Teams may elect to have team members participate. Please see the Productivity Coach and Team Leader for details.

Agent initials _____ PC initials _____ TL initials _____

Productivity Coaching Agreement

Productivity Coaching Program Agreement:

By entering into the Coaching Program, the Productivity Coach shall be paid a coaching fee of 5% of the gross commission income on each transaction closed by the agent after entering the Coaching Program.

The Productivity Coach shall be paid at the close of escrow and will be included on the disbursement authorization (DA). If the agent stays in the program beyond the minimum requirements, it is agreed that the program can be terminated at any time by providing written notification (email will suffice). Under contract transactions and any contract written within 45-days of the termination date will be subject to the coaching fee. While the agent is enrolled in the productivity coaching program the agent's commission split with the market center will be adjusted to 75/25. If the agent leaves the coaching program for any reason whatsoever, the normal commission split will be adjusted to return to 70/30.

Failure to participate in the coaching program by the agent does not absolve the agent of the 45-day rule for contracts written., or from any contracts currently headed too close. Termination of this agreement prior to the completion of the minimum requirements is a Default of the agreement, however, the agent shall be responsible for the coaching fee for 45-days after the Default. ***This agreement begins on the signature date of the Team Leader and does not include any contracts or listing agreements entered into prior to the beginning of this agreement.***

The mission of the Productivity Coach is to drive the agents to success utilizing the tools contained within the KW models and systems. The PC and TL have only one goal...YOUR SUCCESS.....and with YOUR help, the PC will help you reach your goals and realize your dreams.

Welcome to Productivity Coaching!!!!

Agent Signature _____ Date: _____

Printed Name _____

Productivity Coach Signature _____ Date: _____

Printed Name _____

Team Leader Signature _____ Date _____

Printed Name _____

Agent initials _____ PC initials _____ TL initials _____