OWNERLAND REALTY MENTORSHIP PROGRAM
For New Licensed Agent

OwnerLand
R E A L T Y®

The OwnerLand Realty Mentorship Program is designed to help new licensed agents in the industry successfully market themselves, turn prospects into clients, manage clients, and close transactions. Mentorship is directed through "real world" experience and guidance.

Agents learn at varying rates so the program is based on a review structure by the OwnerLand Management Team of the particular agent's progress and retained knowledge of the program.

The number of transactions in the Mentorship Program will be on a case by case basis for individual agent. Agent will be formally notified of successful completion of the Program. Every Mentorship Program transaction will be split 50/50 between mentor and agent (after transaction fee).

Below is the proposed outline for the new mentorship program:
1. Signing of new licensed agents
2. New agent to sign "Mentorship Program" agreement (to be designed)
3. Orientation (introduction to Company, company systems, industry expenses, file submission, marketing order, etc.)
4. Present and review the "New Licensed Agent/Next Step" folder.
    a. Discuss agent's goals and vision for their business
    b. Assist agent in articulating a draft of a business plan
    c. Assist agent is starting their "Warm List"
4. Determine level of involvement with agent
5. Set goals with agent
6. Work with agents through process of transactions. Prepare agent for next steps in the process.
7. Help agents through process of closings and file submissions

Since there are different and specific knowledge regarding types of real estate (residential, commercial, listings, REO's, HUD's, short sales, etc.), the first of each type of deal should be considered a Mentorship Program transaction.

NOTE: If agent completes the program but continues repeated contact with manager/ mentor with "mentorship" issues, the manager will notify the agent that constantly answering mentorship questions constitutes a Mentorship Program commission structure with agent.