



MENTORSHIP ENROLLMENT AGREEMENT

THIS AGREEMENT made and entered on ____/____/____ by and between **Amir Feinsilber (Broker/Owner)**, of **The Force Realty**, (hereinafter referred to as "Broker"), and _____, (referred to as "Mentee").

The Parties recite that:

- A. _____ Mentee commits to 3 closed transactions under this mentorship program.
- B. _____ Mentee agrees to a 60% (Mentee)/ 40% (Mentor) split.
- C. _____ Mentee commits to 2 hours of weekly instruction and completion of homework assignments/webinars.
- D. _____ After 3 closed transactions, Mentee may elect to leave this plan or remain on this plan on an 80/20 split basis.
- E. _____ Program highlights and services include the following:
 - Training in filling out and understanding contracts
 - Contract negotiation
 - Seller listing presentation
 - Offer presentation and negotiation
 - Role playing or scripting
 - Advertising advice (online and offline)
 - Obtaining buyer leads
 - Doing a CMA (Comparative Market Analysis)
 - Financing and financing options
 - Communication training
 - Closing the deal
 - Handling an appointment
 - Previewing homes – spotting potential problems, and highlighting the good qualities of a house
 - Niche marketing-- becoming an expert in one type of property
 - Asking open-ended questions to narrow your search
 - Record/file keeping procedures
 - What it takes to be a successful real estate agent
 - Access to mentor/manager and via email
 - Upon completion of the mentorship program, mentee will be enrolled in the leads program (initiation fee waived)

IN WITNESS WHEREOF, the parties have caused these presents to be duly executed.

"Mentee" (Please Sign Above)

Date:

"BROKER/MANAGER"

Date:

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