



Agents who have closed (3) or more transactions in the past (12) months and have not capped:

This is an agreement between Agent, Assigned Education Developer from Keller Williams Southern California Region and Keller Williams Realty Market Center number _____
Agents who have closed (3) or more transactions and have not capped will be enrolled in the program automatically unless otherwise instructed by Team Leader.

1. Eligible participants:
 - a. Agents who have closed 3+ transactions and have not capped in the past 12 months
Part-Time or fulltime agents (for the purpose of this program, part-time agents shall be classified as those individuals who are fully employed elsewhere).
 - b. Each participant will sign this agreement in which represents an agreement with the Market Center and the Keller Williams Southern California Region.
 - c. Participants agree to attend all classes indicated in the program outline and accountability sessions within a four month period.
 - d. Agents agree to complete a DISC, Scorecard, and Agent Questionnaire and turn in weekly activity reports to the regional representative assigned to you.
2. Completion time
 - a. The duration of the program is for a minimum of four months.
If agent has not capped within the four month period, Agent will continue in the program until capped and if not capped by month (12) agent to be evaluated by the Team Leader for further instruction
3. Program Outline:
 - a. Agent to enroll and attend 36:12:3 sessions
 - b. Accountability coaching to be conducted during the 36:12:3 sessions
 - c. Once agent graduates from 36:12:3 agents will be placed in a maximum group of 5 and will be coached every two weeks with the group via telephone

