

Roles and Responsibilities

Legal terms for this document: “You” = “You the Student”. “Me” = “Me the Coach”

Method of Communication:

Normally email. This allows me to take care of everyone in the most prompt possible manner. Emails will come to my personal email address. They will be answered by me personally usually within 1 business day.

Frequency of Communication:

You are free to email me whenever you like. You are well aware of the restrictions that the majority of real estate mentors have in this area. This is a major benefit of you being with me and not them – you have direct access to me personally as often as you need...*so long as you respect this privilege.*

I reserve the right to return calls and emails whenever is convenient for me. This will normally be within 24 hours Mon-Fri. I do not work on the weekends. If I decide to respond on a weekend that is simply my prerogative. The more business you produce... the more we will end up naturally conferring with one another.

Payment:

My fee is \$2,000 up front.

You also understand that we are 50-50 partners on all your deals for the next 12 months. If at the end of this period you want to keep working together, you will be free to extend this as long as you want.

The title company will cut checks directly to you and to me. You are not free to do deals on your own without express written or verbal permission from me. You are free to refer students into my program as an affiliate and receive 50% of both their tuition and my profits from their deals.

Responsibilities:

You understand that this is your real estate business. Not mine. I cannot create your success; only you can do that. I am here to assist you, guide you, encourage you, help keep you from making mistakes, and to accelerate your journey towards success in any way possible. But **you** are the determining factor as to whether or not you will succeed. It is your personal responsibility.

Procedure:

You will be responsible for producing leads under my guidance. All lead sheets must be emailed to me for my review. Every single question must be answered all the time. Leave nothing blank.

I will teach you how to fill out and execute contracts and you will be responsible for preparing them and sending them out on each deal that requires it. You will always be the point of contact for the seller and buyer unless I need to intervene for some reason. I will tell you exactly what to do and say in every situation. This stuff is so easy, you just don't even know (but you will soon).

Student Signature _____ Date: _____

Coach Signature _____ Date: _____