



Three Training & Coaching Options for New or Experienced Agents with KW Metropolitan

Agent Strategic Alliance Program (A.S.A.P.) Mentor Program

Mentor Program: agents with 0-3 transactions, limited transaction experience, dual career, ideal for transactional support through mentoring.

Trainee is a newly licensed or experienced associate with less than 3 closed transactions within the previous 12 months.

- Trainees will have the support of an Advisor for the first 3 transactions or 6 months.
- Trainee and Advisor will connect weekly, at a mutual agreed upon time to discuss agent's needs.
- This program is primarily "transaction based".
- A.S.A.P. relationship is based on the skills surrounding a specific transaction or potential transaction(s).
- The Advisor is not responsible for continuous coaching or career/business development.

0-3 transactions then can opt to enroll in our Performance Coaching & Training program.

Rising Stars: Coaching & Training Program

Launch Coaching Program: recommended for brand new agents looking for continuous training, coaching and development to jump-start their business.

- Group Coaching & Training Sessions Weekly- lead generation live sessions, goal setting, technology and specialized weekly training sessions
- Increase Skills & Knowledge: Listing/Buyer Presentations, Negotiations, Closing Techniques, Scripts, Dialogues, Object Handling and Unique Value Proposition clarity.
- Accountability & Support from 2 Business Coaches and Mastermind Opportunities from Agents in Coaching with Access to 2 Coaches
- Support with Time -blocking. Focusing on the Dollar Producing Activities and Work-Life Balance.
- Opportunity to Graduate into the Performance Coaching Program after 3+ closings in the Launch Program

Performance Coaching Program

Quad Coaching or 1:1 Coaching: Recommended for Experienced Agents 4+ transactions looking to thrive in the business

- Personalized Coaching specific to agent's current business and future business goals and objectives
- Business Planning and Ongoing Strategy sessions to develop systems to simplify business and increase business.
- Support with Contracts, Negotiations, Scripts/Objections, Listing/Buyer Presentations, Time blocking and more.
- Weekly and Monthly Strategy Sessions via Group Settings to Mastermind with Agents in Production.
- Quad Coaching or 1:1 weekly sessions for ongoing and consistent evaluation of opportunities for growth and successes.
- Support in team growth through utilizing KW systems and proven models.
- Monthly Guest speakers specialized in topics of Business Growth (client events, listings, multi offers, leverage/team growth, negotiations, command 201).