

**Reger Coaching and Consulting, LLC: Group Conversion Coaching Contract
OJO Pro Referrals + Conversion Coaching**

Submit by emailing as an attachment to ojoconversion@regercoaching.com

****Upon acceptance of this contract & final approval of seat availability this contract will become binding via RCC's initials here & return by email to applicant (RCC: _____).****

Acknowledgement Date: _____ (RCC to fill in)

Name:	Acknowledgement Date: <i>Upon RCC's approval and return of this contract</i>
Address:	Email:
City, State, Zip:	Add'l Contact:
Phone:	Market:
Brokerage Name:	
Managing Broker Name:	
Managing Broker Email:	
Managing Broker Physical Address:	

If you are a team owner and wish to direct your leads to a team member rather than yourself please complete the information for the receiving team member below:

The information below is for the individual that will be receiving the lead flow/referrals and will be in attendance of the launch call and the ongoing calls thereafter. I understand that though the below individual will receive referrals the contract holder may differ and may at their discretion choose to remove the below participant from referrals and direct referrals elsewhere with RCC approval.

Name:	Role on Team:
Email:	Cell Phone:
Real Estate Team Lead Name:	

Program Details:

- **\$300 per month** (Additional referral fees may apply)*
- **Approx. 6+ referrals provided monthly** (referral flow will vary)**
- **1 initial 60-minute** "launch" zoom call

- **30-minute weekly**, (45 per year) group coaching zoom calls after the completion of “launch.”

Coaching Includes:

- Expert RCC Conversion Coach
- RCC Coaches will be listening to agent call recordings & reviewing client dashboards as available prior to RCC coaching calls.
- RCC to provide: coaching, scripts, best practices, accountability, role play, lead conversion and ongoing review of metrics.
- Reasonable accessibility to coaches.
- This is a group coaching course.

Payment Agreement to follow upon acceptance into the program.

Upon acceptance, payment agreement must be submitted to RCC within 48 business hours in order to hold your spot.

I acknowledge and agree that my coaching will begin the month indicated as “Acknowledgement Date” –for an initial 2 paid months term and will renew monthly thereafter. Upon acceptance into the program I will authorize RCC or any entity they contract with to charge my credit card for coaching services monthly. ***I agree that a payment will be charged as soon as the payment agreement is received and made binding in the amount of \$600 (or a pro-rate thereof depending on actual start date of program) which will be applied to the first and last month of the program***, and that additional payments will be charged to my credit card monthly at the first of the month thereafter when coaching starts and will continue on a month to month basis. If payment is not received within 10 days of the due date “last months” fee will be applied and the membership will be suspended and the OJO Pro seat will be transferred. However this does not constitute as an exception to the termination policy and notice*** (as defined below). This authorization will remain in full force and effective throughout the term of this agreement including any renewal terms. Client may terminate with 30 days notice. ***

*Referrals given that ultimately result in closing(s) will be subject to a referral fee with the referral provider (OJO) which is not included in the membership fee. Agreements for referral fees initiated by OJO will apply.

**Actual number of referrals per month may vary and is ultimately dependent on the lead provider, market conditions and actual availability of leads in the given market at the time, the goal will be an average of 6+ referrals per month provided and all parties acknowledge they are not guaranteed.

*** **Notice** is defined as a clients wish to terminate this contract, give up their “seat” all leads and coaching. Notice must be given 30 days in advance of clients actual termination date. All

payments will be due payable within the 30 days' notice period. The termination of this contract does not alleviate the requirement to pay any referral fees due to various companies for previous leads provided.

1. I will commit to being present, cameras on & not driving, for each call.
2. I expressly grant RCC permission to record any coaching session or any RCC event through any means, including audio, video, or film. I further grant RCC permission to use such recordings internally and for training purposes within RCC.
3. I expressly grant RCC permission to use my name, team name, and other identifying factors including but not limited to pictures, bio, and location along with performance metrics for marketing and informational purposes.
4. I acknowledge RCC will share my information with the referral company I am to receive referrals from.
5. I acknowledge if the below **standards** are not maintained RCC reserves the right to cancel your coaching and leads at any time or offer to you recovery coaching – no refunds will be given.
6. RCC reserves the right to cancel this contract at any time. Referrals provided will be discontinued immediately as well, however this does not alleviate the need to pay any agreed upon referral fees to various companies.
7. I expressly agree for RCC to run my credit card in monthly increments of **\$300 per month & paying first and last months coaching upon initial signed contract (\$600 initial charge or a pro-rate thereof)**. Additional payments will be monthly on the first of the month after coaching begins.
8. I understand that I must give 30 days written notice if I intend to cancel my membership and terminate this program. My pre-paid “last month” can be applied to this notice period.
9. I understand that in order to remain eligible for the Referrals + Conversion program I must meet or exceed the following **standards**:
 - a. Promptly attend 100% of next available “launch” call.
 - b. Attend minimum 50% + weekly calls.
 - c. 100% response rate of new/incoming referrals.
 - d. Updating apps/dashboards/tracking in a timely fashion and within 24 hours or actual updates occurring.
 - e. Maintaining a 50% “showing homes rate” on all referrals.
 - f. Maintaining a 5%+ conversion on referrals by day 120. “Conversion” is defined as having a mutually (buyer + seller) signed contract by 5% of all referrals given to me throughout this program.

Signature: _____ Printed Name: _____ Date: _____

Please fill out the questionnaire below:

Years in Real Estate:
Approx. production volume YTD:
Approx # of units YTD:
Are you on a team?
<i>If yes, what is your role?</i>
Are you currently purchasing online leads?
<i>If yes, from where?</i>
Have you purchased online leads in the past?
<i>If yes, from where?</i>
Top 3 lead sources:

IMPORTANT REMINDERS:

1. Send the contract back to ojoconversion@regercoaching.com and label the contract attachment as your first and last name (i.e. attachment is titled "John Smith").
2. If you *must* hand write, please make sure your handwriting is **legible**!
3. Do **NOT** "**lock/secure**" the contract, as it makes it difficult for RCC to view and countersign. *Your information will remain secure and you will not be charged unless you are accepted into the program and RCC countersigns it back to you (as the contract states).*