

Mentor Qualifications For Participation in Mentorship Program

To participate as a Mentor in the Mentorship Program, the undersigned Mentor agrees and acknowledges that he/she has fulfilled the following qualifications and will comply with the following commitments:

I am a Managing Broker and have signed the Delegation Agreement (Washington State requirement).

I will sign a Confidentiality Agreement regarding information learned about Mentee's clients.

I earned Emerald Award in the past year.

I have earned the John L. Scott Certified Mentor designation.

I have a working knowledge of the John L. Scott Career Activator Program Content and Homework.

I have a working knowledge of and participate in use of John L. Scott Tools and Programs:

- MyDesk Tools and Resources
- JohnLScott.com platform and Property Tracker
- John L. Scott GPS Home Search App
- Priority Home Lending and affiliated programs (AHS)

I have obtained the JLS Certified Seller Marketing Specialist[®] Designation and demonstrate use of all tools:

- Presentation Box
- *Selling your Home* Listing Guide and Listing Consultation
- Listing Launch Rollout Sequence
- Seller Listing Launch[®] with Early Entry[™] and Special Invitations
- Special Kick-Off Weekend A-Boards and Toppers
- Cloud CMA and Trendgraphix

I have obtained the JLS Certified Buyer Representation Specialist[™] Designation and demonstrate use of all tools:

- Home Buying Planner
- *Finding Your Home Buyer's Guide* and Buyer Consultation
- Cloud CMA and Trendgraphix

I will perform my commitments under a Mentorship Agreement with my Mentee and as I have agreed to under the Mentor Commitments document.

I acknowledge that all compensation paid to me by Mentee shall be a referral fee and shall count toward my total Commission earned under my Commission and Fee Addendum with John L. Scott.

AGREED BY:

WITNESSED BY:

Mentor

Date

Office Leader

Date

Washington