

ELEVATE

PERFORMANCE COACHING

ELEVATE COMMITMENT TERMS

8 Week Session

LAUNCHES WEDNESDAY, MARCH 18TH

Meets every Wednesday – March 18th through May 13th (no call April 8th)

8:30am-9:30am on Zoom Video Conference

I acknowledge that I have successfully completed the Berkshire Hathaway HomeServices Georgia Properties SOAR Coaching and/or Performance Focus Coaching or have a minimum of 5 closed transactions within the last 12 months. I am ready to take my business to the next level and commit to participating in ELEVATE with an “all-in” mindset.

My goal is to generate no less than 1-2 transactions per month over a 12-month period.

I commit to the following:

- ☐ Attend one ELEVATE Live Kickoff Session – 10:00am-12:00pm (please indicate preferred session below)
 - ☐ 3/12 – Northside – Mansell Overlook Training Room (500 Colonial Center Pkwy, Roswell)
 - ☐ 3/13 – Southern Crescent, Fayetteville Office (320 W. Lanier Ave., Ste 110 Fayetteville, GA 30214)
- ☐ Attend ALL Zoom Conference Sessions each Wednesday for 8 weeks – March 18 - May 13 (detailed schedule attached)
- ☐ Actively participate and interact on Zoom call Q&A/Role Play segments
- ☐ Role Play with Accountability Partner DAILY for minimum 15 minutes
- ☐ Actively lead generate DAILY
- ☐ Record ALL lead generation activities DAILY in online tracker, including Accountability Partner sessions
- ☐ Activate **MoxiEngage** CRM and have contacts loaded prior to launch of program
- ☐ Utilize **MoxiPresent** and **MoxiEngage** to enhance client interaction and productivity
- ☐ Host a minimum of 5 MEGA Open Houses/ Regular Open Houses during the 8-week program
- ☐ Always maintain a professional appearance while participating in real estate activities (including Zoom calls)

ELEVATE is a higher level of coaching and accountability and is intended for associates who see value in a structured format. Participants are expected to engage and prioritize with focus, discipline, and perseverance throughout the program.

Agent Name _____ Office _____ Date _____

Signature _____ Broker Signature _____

**BERKSHIRE
HATHAWAY**
HomeServices

Georgia
Properties

***Failure to follow through on your commitment provides the right for Broker/Coach to remove you from ELEVATE.**

Please initial, sign and return this form to coaching@bhhsgeorgia.com

ELEVATE

P E R F O R M A N C E C O A C H I N G

ELEVATE SCHEDULE LAUNCHES WEDNESDAY, MARCH 18TH

Meets Every Wednesday – March 18th through May 13th (No call April 8th)
All on Zoom Video Conference

ZOOM CALL SCHEDULE 8:30AM-9:30AM ON ZOOM

WEEK 1 – Wednesday, 3/18 | Sphere of Influence/ Past Clients

WEEK 2 – Wednesday, 3/25 | Personality Types

WEEK 3 – Wednesday, 4/1 | Working with Buyers

BONUS WEEK – NO ZOOM CALL

WEEK 4 – Wednesday, 4/15 | Working with Sellers

WEEK 5 – Wednesday, 4/22 | Expired Listings/ FSBOs

WEEK 6 – Wednesday, 4/29 | Open Houses

WEEK 7 – Wednesday, 5/6 | Geographical Farming

WEEK 8 – Wednesday, 5/13 | 90-Day Implementation Plan

