



Market Area: Do not take listings outside of your market area. If asked to do so, check with the JTM Manager before proceeding.

Property Type: No commercial properties, business opportunities, residential income property in excess of 12 units, no “unmarketable” property (burned out, functionally obsolescent, dangerous area, etc.). No FSBO’s.

Pricing: Realistic pricing – within 5% of market based on the CMA.

Commission: 6%. Any commission adjustment is at the discretion of the listing mentor.

Negotiations: The listing mentor handles all negotiations, including inquiries of any kind from other agents.

Quantum Home Tours™: The Listing Mentor must schedule home tours with the Home Tour Coordinator and provide all of the required paperwork in a timely manner. The Listing Mentor can order signs with the name “The _____ Team” on them. The cost of the Home Tour will be born by the Listing Mentor and will be \$50 if the Mentor buys the signs, and \$75 if the company provides the signs. Invitations will have the names of the Listing Mentor and the JTM Associates. Listing Mentors must be available by phone when their listing is held open, or is on Broker’s Tour.

Meetings: Listing Mentors must attend Action Monday meetings to coordinate with the JTM Manager and the JTM Associate. This will include updating the information on existing listings, as well as coordinating appointments and activities for the upcoming week. This should take no longer than 60 minutes per week.

Commission Split on Listing: Mentors will receive 50% of the total listing commission. The balance will be paid to the JTM Program and Associate.

Client Management: The Listing Mentor, not the JTM Associate, should handle Communication with the client.

JTM Associate Participation: The JTM Associate, should be involved in all activity associated with the listing. They must be present at all client meetings, negotiations, inspections, appraisals, etc.

Disputes: The JTM Manager will resolve any disputes.

All decisions made by the JTM Listing Team must be based on what is in the client’s best interest, not the agents, or the companies.

As a condition of my participation as a JTM Listing Mentor, I understand and agree to these responsibilities.

Date: _____ Listing Mentor: _____