



## **KW MAPS Coaching Contract Benefits, Terms & Conditions**

These Benefits, Terms and Conditions apply to the MAPS Coaching Contract(s) you have elected to participate in:

**Pivot Mastery Terms (For April 2020 and May 2020 Start Months):** Client's financial commitment will be for twelve months, beginning June 1, 2020, until May 31, 2021. Client will have no financial obligation during April 2020 and May 2020, and Client's payment obligations to MAPS will commence on June 1, 2020. If Client decides to terminate their MAPS Coaching Contract before the expiration of the twelve month period (May 31, 2021), Client shall (a) provide written notification of termination to [maps@kw.com](mailto:maps@kw.com) and (b) pay MAPS any outstanding monthly payments due to MAPS and an additional final payment of \$1,000 if Mastery or \$1,500 if Executive to terminate their MAPS Coaching Contract early. In addition, any event registrations Client may have made for events scheduled to occur after this MAPS Coaching Contract terminates shall be forfeited by Client. \*This Term section does not apply to the MC Agent Partnership Program.

**Standard Terms:** Client's coaching commitment will begin the start month indicated upon signup. The MAPS Coaching Contract will automatically renew monthly unless Client provides written notification of termination to [maps@kw.com](mailto:maps@kw.com) in advance of the monthly billing date (prior to the 1<sup>st</sup> of each month). Registration to any events occurring after this Agreement terminates will be lost. \*This Term section does not apply to the MC Agent Partnership Program.

**OP, TL, MCA, PC / Agent / Transformational Mastery Contract - \$1,000 USD per month includes:**

- 60 calls per year (42 one-on-one plus 18 Event Group Calls)
- 1 registration for the following events: Family Reunion, Spring Masterminds, Mega Camp / Summer Masterminds, Fall Mastermind, Regional Masterminds, MAPS Models Course, \$120 discounted rate for FSO

**RD / Executive Mastery Contract - \$1,500 USD per month includes:**

- 60 calls per year (42 one-on-one plus 18 Event Group Calls)
- 1 registration for the following events: Family Reunion, Spring Masterminds, Mega Camp / Summer Masterminds, Fall Mastermind, Regional Masterminds, MAPS Models Course, \$120 discounted rate for FSO

**Franchise Fee Mastery Contract - \$1,000 USD per month includes:**

- Franchise Fee Coaching for OP or TL of Market Center
- 60 calls per year (42 one-on-one plus 18 Event Group Calls)
- First \$6,000 will be paid via Franchise Prepaid funds, Market Center responsible for remaining fees via ACH (unless Credit Card is put on file)
- 1 registration for the following events: Family Reunion, Spring Masterminds, Mega Camp / Summer Masterminds, Fall Mastermind, Regional Masterminds, MAPS Models Course, \$120 discounted rate for FSO

**Agent / Productivity Coach / Transformational Breakthrough Contract - \$450 USD per month includes:**

- 2 - 30 minute 1 x 1 calls per month
- Events are not included in this MAPS Coaching Contract and must be purchased separately to attend

**Productivity Coach Group Contract - \$500 USD per month includes:**

- One 1 x 1 call per month, three group calls per month (4 PC's per Group Call)
- Events are not included in this MAPS Coaching Contract and must be purchased separately to attend

**MC Agent Partnership Program - \$0 USD first month includes:**

- 4 - 30 minute 1 x 1 calls
- Includes Command Jumpstart Program
- Events are not included in this MAPS Coaching Contract and must be purchased separately to attend

**Agent Contract Hold:** Clients may decide to place this MAPS Coaching Contract on Hold for one calendar month one time within a 12 month period. The monthly hold fees, based on contract type, are as follows:

- \$50 for Breakthrough Contracts
- \$200 USD for Mastery / Executive Coaching Contracts
- \$400 for Mastery Combo Coaching Contracts

**Leadership Contract Hold:** Market Centers may decide to place this MAPS Coaching Contract on Hold for up to six consecutive months. During the Hold, the Market Center may reactivate the contract at any time. After six months of the MAPS Coaching Contract being on Hold, MAPS will contact Market Center Leadership to determine how to move forward with the MAPS Coaching Contract. If unable to reactivate the MAPS Coaching Contract to Active Status, the MAPS Coaching Contract will be terminated. The monthly hold fees, based on contract type, are as follows:

- \$50 for Productivity Breakthrough / Productivity Group Contracts
- \$200 USD for Mastery / Executive Coaching Contracts
- \$400 for Mastery Combo Coaching Contracts

**Missed Calls** It is Client's responsibility to notify their coach of any calls Client will miss at least two days prior to the day of the call and to work with Client's coach to reschedule that call. If Client fails to timely notify Client's coach, the missed call will count towards Client's coaching services.

**Event Registrations** In order to secure complimentary registrations, Mastery Clients must register for Mega Camp / Summer Masterminds by the registration deadline of July 1 and Family Reunion by the registration deadline of November 1 each year. Included event registrations are non-transferable for individual agent coaching services.

**Personal Information** Keller Williams Realty, Inc. will not use or share the personally identifiable information provided herein in ways or for reasons unrelated to the ones herein without Client's prior written consent. Client acknowledges and agrees that calls may be recorded for training purposes only. By opting in, Client expressly opts-in to receive text messages from Keller Williams Realty, Inc., either directly or via third party.

**Payment** Payment is due on the 1st of each month. Client's payment terms will vary based on the option selected at signup. If payment is not received within 30 days of the due date, coaching calls will be suspended until payment is received.

If Client selects to pay via Credit Card - I authorize Keller Williams Realty, Inc. to charge my credit card for the initial monthly payment and authorize that additional payments will be charged to my credit card on a monthly basis thereafter.

If Client selects to pay via Market Center ACH - I authorize Keller Williams Realty, Inc. to collect the initial monthly payment by initiating an ACH automatic debit and authorize Keller Williams Realty, Inc. to initiate an ACH automatic debit on a monthly basis thereafter.

If Client selects to pay via Franchise Fees then Credit Card - I authorize Keller Williams Realty, Inc. to use my pre-paid coaching fees (part of the initial franchise fee) to pay the monthly cost for the first \$6,000 and authorize that additional payments will be charged to my credit card on a monthly basis thereafter.

If Client selects to pay via Franchise Fees then ACH - I authorize Keller Williams Realty, Inc. to use my pre-paid coaching fees (part of the initial franchise fee) to pay the monthly cost for the first \$6,000 and authorize Keller Williams Realty, Inc. to initiate an ACH automatic debit on a monthly basis thereafter.