

Chamberlain New Agent Program What To Expect For Students/Mentees

Function: The Chamberlain New Agent Training Program is designed to ensure that newly licensed agents with less than 5 closed sales become proficient real estate agents as quickly as possible. It does so by providing educational and hands-on training to help you build your business.

Format: The Chamberlain New Agent Training Program approaches equipping new agents in two ways, online training and in person mentoring.

Classroom Teaching

The first aspect is through our online training school called www.oklahomaagentacademy.com

The online teaching is a great way to learn essential real estate information in a low pressure atmosphere. It gives you the opportunity to practice essential parts of the business and ask questions and receive answers.

Courses include:

- **Oklahoma Contract Bootcamp**- an exhaustive training on the forms you need to know. You'll receive a contract cheat sheet with filled in examples of what to put on every form. We'll have you fill out several contracts based on various scenarios and help you become proficient with the most important element of your career as a sales associate.
- **How To Build A Real Estate Sales Business**- This course is a very practical and hands on approach to building a business. We'll share what's worked for us and many others and then give you very tangible projects to knock out as you build a foundation for your business and start to market yourself.

NOTE: Chamberlain Agents can receive a coupon code to receive FREE training for most of the courses at oklahomaagentacademy.com

If you've not already taken your **45 hour OREC required post license course**, Oklahoma Agent Academy online school actually counts as that required CE training! To complete your 45 hour post license course you'll take the courses listed above as well as a few others:

- A Crash Course on Property Management
- How To Make Money Investing In Real Estate
- Broker Relationships taught by Don Lorg
- Fair Housing taught by Larry Starbuck
- Ethics taught by Larry Starbuck
- And Oklahoma Laws and Regulations Affecting Real Estate including the Code and Rules

Mentoring

The second aspect of The Chamberlain New Agent Training Program is mentoring. We have someone on staff to help mentor you along this process. His name is Shandon Birks and he is amazing. He loves helping new agents get started and make sure they have all their questions answered. Something to note is that Shandon will not be reaching out all the time and constantly checking your progress. He is someone for you to reach out to if you have any questions or need help. This might mean you need help reviewing paperwork, writing an offer, seeking advice or even just how to use our systems. Shandon is your guy!

Shandon Birks

405-570-2454

shandon@chamberlainrealtyllc.com

We also have another agent to help you out and her name is Kristi Hock! You will definitely be hearing from Kristi from time to time. She is someone who is here to help and listen. She will check in on your process and make sure you are feeling confident walking through your first 3 deals. She is a great resource to you. She is basically the mom of the mentor program. If you need to talk through something and get some good practical ideas. Kristi is your girl.

Kristi Hock

405-623-1847

kristisellsokc@gmail.com

NOTE: New agents are NOT ALLOWED TO DO ANY REAL ESTATE TRANSACTIONS WITHOUT THEIR MENTORS SUPERVISION AND APPROVAL during their first three transactions.

What does this cost a new agent?

There is no upfront cost to the new agent for the Chamberlain New Agent Training. By participating in the program, the new agent has an altered commission percentage for their first 3 real estate transactions while receiving training and mentoring. As a new agent develops and progresses, the percentage of commission paid for the training and mentoring are reduced. See below for the percentage breakdown.

First Transaction: New Agent Goes Home With 60%

Second Transaction: New Agent Goes Home With 65%

Third Transaction: New Agent Goes Home With 70%

What happens on Deal Number 4? That's when you get to choose one of our "normal" commission plans"

You can view those plans at www.chamberlainrealtyllc.com/join-us

For more questions please contact

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