

## REQUIRED INFORMATION

Name: \_\_\_\_\_

State(s) Licensed: \_\_\_\_\_

Email: \_\_\_\_\_

Years of CRE Experience: \_\_\_\_\_

Office Phone: \_\_\_\_\_

*If less than one year, you must have a mentor listed under the Associate Level guidelines.*

Mobile Phone: \_\_\_\_\_

Did you join KW in the last four months?  Yes  No

## ADDITIONAL INFORMATION

Did you start your career in residential?  Yes  No

Previous Company: \_\_\_\_\_

Designations: \_\_\_\_\_

### Why do you want to join KW Commercial?

 Technology Education/Training Referral Network Other: \_\_\_\_\_ Marketing Materials Community

### What are your specialties?

 Development Mixed Use Hospitality Multifamily Industrial Office Land Retail

### In the last 12 months:

Closed Commercial

Closed Commercial

Transactions: \_\_\_\_\_

Transaction Volume: \_\_\_\_\_

## GUIDELINES

### ASSOCIATE LEVEL

In order to qualify as an associate, you must:

1. Obtain approval in writing from your OP, TL, or managing director.
2. All new commercial associates will be required to complete either the self-guided or intensive version of Nucleus within 12 months.
3. If an associate has been in commercial real estate for less than one year, they must work with a team or mentor director until such time associate has experience to function independently. A signed mentor agreement must be included with application.

Mentor Name: \_\_\_\_\_

Mentor Email: \_\_\_\_\_

### DIRECTOR LEVEL

KWC directors should meet all of the following guidelines. In order to be approved for a KW Commercial director level, you should:

1. Have at least three years of commercial real estate experience, preferably multiple disciplines, and have at least 10 commercial transactions or have an annual commercial transaction volume of at least \$3 million.
2. Provide at least three commercial references (e.g., customers, clients, co-brokers) to your OP, TL, or managing director at the time of application.
3. Obtain approval in writing from your OP, TL, or managing director.
4. Be available to answer commercial questions and mentor KWC associates and Keller Williams residential associates in your market center. Directors will be the point of contact for all referrals in the market center.

## IMPORTANT INFORMATION

All payments are to be made through your market center and are nonrefundable. Your KW Commercial affiliation shall automatically renew for a new Term pursuant to the then-current program unless we receive written notice of cancellation at least 90 days prior to expiration of a Term. Cancellations will be processed on the 15th of the following month. KW Commercial may terminate your affiliation upon written notice at any time.

*For this application to be successfully processed, it must be signed by both you and your team leader, operating principal, or managing director.*

Associate Level (choose one):  Associate  Director

KW Commercial Applicant Signature \_\_\_\_\_

Date \_\_\_\_\_

TL / OP / Managing Director Signature \_\_\_\_\_

Date \_\_\_\_\_