

CONTACT INFORMATION

(Please Print)

Agent Name: _____

Previous CRE Brokerage: _____

Agent Office Phone: _____

Agent Email: _____

Team Leader Name: _____

GUIDELINES

ASSOCIATE MEMBERSHIP

In order to qualify for KW Commercial's Associate Level Membership, you must:

- 1. Obtain approval for Associate membership, in writing, by your OP or TL.
- 2. Complete a KW Commercial real estate orientation program within the first Term.
- 3. Establish a mentor relationship with one or more Director Level KW Commercial members.

TEAM AND GROUP MEMBERSHIPS

Team Name: _____

Team Members: _____

KW COMMERCIAL APPLICATION

MORE ID: _____

Years of CRE Experience: _____

Cell Phone: _____

Email: _____

DIRECTOR MEMBERSHIP

KWC Directors should meet some, if not all, of the following guidelines.

In order to be considered for KW Commercial's Director Level Membership, 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 \$2 million.
- 2. Provide at least three commercial references (i.e. customers, clients, co-brokers) to your operating principal (OP) or team leader (TL) at the time of application.
- 3. Become affiliated with CCIM, SIOR, or other professional organizations within 18 months.
- 4. Be in the process of obtaining your brokerage license (should be obtained within 18 months).
- 5. Obtain approval for Director membership, in writing, by your OP or TL.
- 6. Be available and answer commercial questions and mentor KWC Associate level members and Keller Williams residential associates in your market center. (Directors will be the point of all referral business within a market center)

IMPORTANT AGENT INFORMATION

KW Commercial Membership requires monthly payment of \$85 for the minimum of 12 month Term ("Term"). All Membership payments are to be made through your Market Center and are non-refundable. Allow 10 business days for processing of your application and activation of your Membership. You will receive an email confirmation of your approved Membership and a New Member Orientation webinar invite from KW Commercial. Your KW Commercial Membership shall automatically renew for a new Term pursuant to the then-current program unless we receive written notice of cancellation at least 30 days prior to expiration of a Term. KW Commercial may terminate your Membership upon written notice at any time.

TEAM LEADER AND/OR OPERATING PRINCIPAL TO COMPLETE AND APPROVE APPLICANT:

Level of Membership (*choose one*): ASSOCIATE MANAGING DIRECTOR/DIRECTOR

KW Commercial Applicant Signature _____

Team Leader and/or Operating Principal Signature _____

Date approved _____

When complete fax application to 512-628-6911 or email application to KW Commercial at commercial@kw.com.

