



PORCHLIGHT MENTORSHIP PROGRAM

SEASONED AGENTS + NEW-TO-REAL-ESTATE AGENTS

The purpose of the PorchLight Mentorship Program is to help new agents learn the fundamentals of starting and building a successful career, while top-producing agents share their knowledge, get help with showings and errands, and earn mentorship referral fees along the way. The program helps build better agents, a better PorchLight, and a better industry.



MENTORS

Top-producing, seasoned agents with an established business

BENEFITS

- Give back to the industry while helping a Mentee grow
- Earn 20% from Mentee's first 4 transactions
- Get help with showings and errands from someone who knows you and your business
- Enjoy benefits of leading a team without having to manage a team
- Be part of PorchLight's Mentor Agent community – helping make each other better

REQUIREMENTS

- Top-producing, successful, growth-minded agent willing and excited to share their knowledge
- Wisdom, capacity and willingness to help new agents learn the fundamentals of starting and building a successful real estate career
- Minimum of 5 years in the business – preferably, at least 3 of those years with a minimum of 20 transactions and \$10M annual production
- Competent working knowledge of PorchLight's technology, training and service platforms
- Allow Mentee to shadow your professional appointments and day-to-day activities
- Attend Mentee's first 2 closings
- Attend PorchLight Mentor Meetings
- Attend inspections and final walkthroughs (at least one of each)

MENTEES

New-to-real-estate agents* who are just getting their start in the industry or re-entering it after an extended break

BENEFITS

- Fast track your path to production
- Learn the nuts and bolts of the business from a seasoned agent
- Shadow Mentor on real estate appointments
- Gain experience by doing real showings and errands for Mentor
- Guidance of Mentor through first 4 transactions
- Accountability of Mentor to help you get your first transaction faster
- Enjoy benefits of a team while having autonomy to build own business and brand
- Be part of PorchLight's Mentee Agent community – learning from each other

REQUIREMENTS

- All new-to-real-estate agents joining PorchLight are required to be a part of this program*
- Pay 20% referral fee of first 4 transactions
- Complete PorchLight Onboarding & Class Checklist for new agents within 30 days of joining
- Attend New Agent Accountability weekly for 1 year
- Participate in PorchLight's "Showings & Errands"
- Assist Mentor with showings and errands
- Complete required shadows of Mentor

*New-To-Real-Estate Agent is defined as one who meets the following criteria: all agents (New/Active/Inactive) who have not closed at least 5 transactions during their career (excluding rentals) and Inactive/Transfer agents who have not conducted a real estate transaction within the last year.