

MNR's Pathway to Achievement Mentor Guidelines

- The mentor relationship should be based on mutual consent.
- Mentors should be enthusiastic, knowledgeable and willing to invest the time necessary to meaningfully assist the professional development of a new Realtor®.
- The mentor should observe the new Realtor®'s interactions with clients, customers, and fellow Realtors®.
- The mentor should provide guidance, constructive criticism, encouragement and support regarding the new Realtor®'s communication and interactive skills and techniques.
- The mentor should help the new Realtor® keep current with new developments in the real estate industry.
- The mentor should share personal expertise, experience and insight with the new Realtor®.
- The mentor should be available to the new Realtor® to answer real estate-related questions.
- The mentor relationship will last 12-months.
- It is preferred that the mentor has at least 5 years in Real Estate.
- The mentor will have two touch points with the new Realtors® per month, as well as quarterly meetings.