



**Project Jump Start Addendum to the Long and Foster Real Estate, Inc.  
Broker-Associate Independent Contractor Agreement**

1. The associate desires to affiliate with Long and Foster Real Estate, Inc. in advance of obtaining their real estate license. The associate understands that, until they have received their real estate license from their respective state, they are prohibited by law from conducting any real estate activities that state laws reserve for licensees.
2. Long and Foster Real Estate, Inc. will pay for an *in-person or virtual class* (tuition and books) given by the Long and Foster Institute of Real Estate for the associate. *(Online/self-paced classes are not included in this program)*
3. The associate agrees to, upon passing the state licensing exam (hereby referred to as the PSI), affiliate their license with Long and Foster Real Estate, Inc. and to remain affiliated with Long & Foster Real Estate, Inc. for a minimum of one year from the date of their license being issued by their state licensing authority.
4. The associate agrees to diligently study for both the course and the PSI exam; in the event the associate is unable to pass either the course or the PSI exam, Long and Foster Real Estate, Inc. will not be due a refund of the class cost(s) from the associate.
5. If the associate fails to affiliate their license with Long and Foster Real Estate, Inc within 60 days of passing the PSI exam, or does affiliate with Long & Foster Real Estate, Inc. & terminates that affiliation prior to the one-year anniversary of their license issue date to affiliate with any brokerage other than Long & Foster Real Estate, Inc, or elects to place their license on an Inactive Status with the licensing board of the state in which they were originally licensed, Long and Foster Real Estate, Inc., will charge (\$249.00) to the credit card on file with Long & Foster Real Estate, Inc.
6. If the associate registers for class, receives class materials/books, but does not attend or complete the class, and fails to return the materials, they will be charged \$95.00 to the credit card on file with Long & Foster Real Estate, Inc.
7. The associate acknowledges that the broker has informed them of the financial costs of becoming a real estate licensee, & that the associate must maintain an active credit card on file with Long & Foster Real Estate, Inc.
8. Except for those services which are limited by law to licensees, the associate will have access to all Long and Foster Real Estate, Inc programs, training, office meetings, mentorship, and facilities. The supervising broker agrees to actively participate in preparing the associate for their career in real estate.
9. The associate understands that by signing up for the Jump Start Program their photograph will be used for marketing purposes on social media and that announcements will be periodically promoted on social media regarding their affiliation with Long & Foster Realtors®
10. By their signature, the associate affirms that, as of today's date, they have not agreed, verbally or in writing, to associate with a brokerage other than Long & Foster Realtors®

***Signing Up For The Jump Start Program Requires An In-Person Meeting With The Broker @ Long & Foster Realtors®***

[Click Here To Set Up The Meeting](#)

Student Name

Student Address

Student Phone

Student Email

Class Start Date

January 27, 2024

Student Signature

\_\_\_\_\_

Date \_\_\_\_\_

Branch Manager Signature

\_\_\_\_\_

Date \_\_\_\_\_

Branch Manager Name

Kevin McGrath – Managing Broker

Branch # 1300

**Credit Card Payment Authorization  
One Time Charge**

**Agent Name:** (please print) \_\_\_\_\_

**Agent #** \_\_\_\_\_ **Phone #** (\_\_\_\_) \_\_\_\_\_ **Home Zip Code** \_\_\_\_\_

**Profit Center Name** Fredericksburg **Profit Center #** 1300

I hereby authorize Long & Foster Real Estate Inc. ("Long & Foster E-Store") to use my credit card as indicated below. I do not authorize the use of this card for any other purpose.

**Specific Amount:** I authorize Long and Foster to charge the amount of \$ \$249.00 to my personal credit card, as selected below.

*Subject to the terms & conditions stated in the Long & Foster Realtors® Jump Start Addendum*

**Please select the card type by circling one of the following:** (These are the only cards Long and Foster currently accepts.)



**Card #** \_\_\_\_\_ **Expiration date:** \_\_\_\_\_

\_\_\_\_\_  
**Agent's Signature**

\_\_\_\_\_  
**Date**

Changes or specifications to this will not be honored.

**Upon completion, send to Accounting Dept., Attention: Denise Duncan**

You may fax to 703-662-9743.