ONBOARDING & TRAINING OVERVIEW

We've designed the Thrive Onboarding Process to equip, empower, and mobilize our new Advisors to success.

The Thrive Onboarding Process is 30 days, depending on experience. Morning sessions are focused on Culture, Sales & Legal Training. Afternoon sessions are spent on Technology & Transaction Training. Sessions are modified with respect to the Advisor's experience.

Because we believe strongly in hands-on training, the schedule flexes quite often with the natural rhythm of business. You will have the unique ability everyday to see the business "up close and personal" as you attend real:

- **Showings**
- **Buyer Meetings**
- **Transaction Coordination**
- **Listing Appointments**
- **Closings**
- **Inspections & Appraisals**

The 5 Core Components of the Thrive Onboarding & Training Process:

ADVISOR SETUP

Focused on legal, compliance and "access." This phase is where the Advisor will get access to the entire Thrive Tech Stack, as well as getting their license setup or moved over from another company.

TECHNOLOGY TRAINING

Focused on getting Advisors comfortable and confident using the platforms that they are given access to in the Setup Phase.

CULTURE TRAINING

Focused on ensuring Advisors understand and embody what we do, how we do it, and why we do it, and how to "weaponize" these core principles.

TRANSACTION TRAINING

Focused on giving Advisors a solid understanding of contracts, transaction process, and transaction coordination.

SALES TRAINING

Focused on business planning, business development as well as interacting with buyers and sellers.