This **Memorandum of Understanding** (MOU) is entered into as of June 14, 2024, by and between:

The Jason Phillips Team, LLC is a company incorporated/established under the laws of the US having its registered office in Pennsylvania

and

Reach Cyber Charter School, an organization incorporated/established under the laws of the US having its registered office in Pennsylvania.

Individually referred to as "Party" and collectively as "Parties".

This MOU constitutes and expresses the entire MOU and understanding between the Parties in reference to all matters herein referred to, all previous discussions, promises, representations, and understandings relative thereto, if any, had between the parties hereto, being herein merged.

I. Purpose & Objective
    1. In furtherance of public interest and with the aim of improving the knowledge of a professional career in Real Estate, The Jason Phillips Team, which is a professional real estate company, will develop, implement, and may appoint other licensed real estate agents, to facilitate sessions for high school students at Reach Cyber Charter School.
    2. The purpose of this program is to increase high school knowledge of real estate in the current market.
    3. Reach Cyber Charter School will assist with the marketing distribution of the program, will identify students for the program, and will provide a list of students, parents' names, addresses, and phone numbers of all students enrolled in the program.
    4. The start date for the career mentoring for the fall will take place October 9, 2024, and for the spring the start date will be March 5, 2025, sessions will take place virtually via Zoom.
    5. In-person session dates will be near/at the closure of the program, specific dates are to be determined.
    6. This is an 8-week program and meets bi-weekly on Wednesdays

II. Program Overview: Real Estate 101 & Real Estate 201
    1. A. Real Estate 101 is an after-school program geared toward educating students about a career in the Real Estate industry as a realtor. Students will gain information about the responsibilities of a real estate agent during a transaction, such as buying and selling a home for the clients they represent. Students will be given basic information that will ultimately assist them in deciding if a career as a real estate agent is for them.
       B. Real Estate 201 is a continuation of the 101 program. It will focus on establishing and managing your business.
    2. Career projection: Overall employment of real estate brokers and sales agents is projected to grow 5 percent from 2022 to 2031, about as fast as the average for all occupations.
    3. About 54,800 openings for real estate brokers and sales agents are projected each year, on average, over the decade. Many of those openings are expected

to result from the need to replace workers who transfer to different occupations or exit the labor force, such as retiring.

III. Program Goals
1. Learn about the educational requirements
2. The financial requirements
3. Role of a Broker ex. Coldwell Banker/ Berkshire Hathaway etc...
4. Understanding different market trends
5. Developing clients
6. Defining career goals
7. What it means to be self-employed
8. Expectations of a Realtor

IV. Session Overview: 101
1. Week One) Intro- Explanation of the real estate industry, legal obligations, educational requirements, licensing cost, and time.
2. Week Two) Understanding Brokers- Fees, commission splits, fees, education, and training
3. Week Three) Markets- Who would the agent like to focus on serving? Buyers, sellers, investors
4. Week Four) Market selection- How to research the requirements and demographics of the market chosen to serve.
5. Week Five) Teams vs Individuals- Which approach is the best match with the agent's goals and personality
6. Week Six) Defining career goals- What is the goal of the agent ex. Income, schedule flexibility?
7. Week Seven) Understand being self-employed- Taxes, insurance, expenses, retirement etc...
8. Week Eight) Emotional/physical expectations- Building your support system ex. Parents, partner, spouse, children.

Session Overview: 201
1. Week One) Contact management- Choosing the right contact management system.
2. Week Two) Branding and marketing- The look and statement of your business, what you represent.
3. Week Three) Training - Identify how you will get the needed training. Broker, off site seminars/classes, online courses.
4. Week Four) Accountability- Who is checking you? Team, mentor, program.
5. Week Five) Social Media- Create a natural presence and platform with a message
6. Week Six) Location- Become a known leader in your community for your services.
7. Week Seven) Network- Reach clients, target your market and identify events of common interest.
8. Week Eight) Follow up- Stay in contact with your people, create a system.

V. Term & Structure

1. The 101 program will offer 8 (1 hour) virtual sessions and 2 (2-3-hour) in-person sessions, pending student interest. The 201 program will offer 8 (1 hour) virtual sessions and 4 (2-3-hour) in-person/Realtor Affiliated sessions. Dates will be shared as they are scheduled.
2. Virtual structure: Each student will log in via the zoom link provided and be prepared to listen, dialogue, and engage. The Jason Phillips Team will share informative slides, and short videos and potentially other speakers/Realtor Affiliates will participate. Students will take notes, ask questions, and engage.
3. Virtual sessions for FALL 101/201 will run from 10/9/2024 – 11/27/2024 and meet weekly on Wednesdays from 3:15PM -4:15PM for 101 and 4:30PM-5:30PM for 201. Virtual sessions for Spring 101/201 will run from 3/5/2025 – 4/23/2025 and meet weekly on Wednesdays from 3:15PM -4:15PM for 101 and 4:30PM-5:30PM for 201.
4. The in-person sessions for 101/201 will be in York, PA., and/or Philadelphia, PA. There is an option to provide an additional in-person session in Pittsburgh, PA, for an additional fee. And the additional Realtor Affiliated locations for 201 will include: Coldwell Banker Office, (RAYAC) Realtors Association of York and Adams County, Blog/Podcast office), dates to be determined.

VI. TUITION, ABSENTEEISM, AND CREDITS

1. 8 virtual sessions, for 101 and 8 virtual sessions for 201 meeting weekly on Wednesdays
2. For 101: Max of 2 in-person sessions, depending on student interest (with an option for a 3rd in Pittsburg, PA for an additional $2000), dates to be determined, near the middle to end of the Fall program, For 201: Locations include: Coldwell Banker Office, (RAYAC) Realtors Association of York and Adams County, Blog/Podcast office), dates to be determined, near the middle to end of the Spring program.
3. Flat rate of $12,000 per semester or $1500 per student each semester
4. Students may miss up to two classes and still successfully graduate. We will contact students immediately when they do not show up for a virtual class.
5. If a student misses more than two classes for an acceptable reason, they may be given the opportunity to make up those hours.

VII. INSURANCE

1. At all times during the term of this MOU, The Jason Phillips Team will maintain at its own expense liability insurance in an amount adequate to protect against any liability arising from the services to be provided by, The Jason Phillips Team under this MOU.
2. The Jason Phillips Team is not liable for any or all claims, actions, liabilities, losses, expenses, damages, and costs including, but not limited to attorney fees, and settlement expenses, that may at any time be incurred by reason of any claim, suit, action or other proceedings that are based on, or arising from, the partner/memorandum of agreement.

VIII. IT IS MUTUALLY AGREED AND UNDERSTOOD BY AND BETWEEN THE PARTIES THAT:

This MOU is executed as of the effective start date listed above and is in effect until either party, in writing, with a 30-day notice decides to terminate this agreement.

_______________________________ _______________

(Partner Organization) Name/Title *Date*

Jason L. Phillips 6/14/24

Jason Phillips, CEO *Date*

The Jason Phillips Team, LLC