

# Rich Matlack

Mentorship Director, Broker Associate

As the corporate Mentorship Director for KW Bay Area Estates, Rich Matlack is the company-wide resource for new agents interested in becoming mega-agents. Rich began his real estate career in 1998, eventually becoming the managing broker of his own real estate company and, later, a top producing broker associate with KWBAE. Prior to joining Keller Williams, Rich used his engineering and sales experience to found and develop his own technology consulting and research firm which was later acquired by Gartner, a global leader in consumer research and insights.

Having completely redesigned KWBAE's mentorship program, a system aimed at jump-starting the careers of new agents who have limited residential real estate experience, Rich lends support to mentors while mentees develop the skills to navigate complex real estate transactions on their own. The program provides each participant with weekly, then monthly, one-on-one guidance by an established Keller Williams professional who will coach new agents on the basics of the real estate process. Participants will benefit from guided support through three escrow closings within six months of entering the program and become qualified to operate as an independent agent or member of a real estate team.

When he's not directing the mentorship program, Rich likes to read, cook, and travel extensively with friends and family. His favorite trips include sitting with the mountain gorillas in Rwanda, safariling through Tanzania, and cruising along North America's Blues Trail.

Rich holds a Bachelor of Science in Electrical Engineering from Drexel University and earned his MBA from Stanford.