



Description

During this mastermind workshop, agents collaborate with their peers to identify business technology challenges and share solutions and best practices.

Deliverables

Studies show that peer-to-peer knowledge sharing is among the highest-rated forms of learning. Agents will come away with technology strategies they can leverage immediately. Furthermore, working together to solve challenges fosters a positive work environment built on teamwork and learning.

Preparation

Live Workshop

- Have a computer, projector, and screen/monitor available for displaying the [Mastermind PowerPoint](#).
- Set up a whiteboard or flip chart and markers for recording discussion responses.
- If 12 or more agents participate, arrange tables and chairs in small groups of 5 or 6 people. For smaller workshops, set the room so that participants can face each other.

Virtual Workshop

- Select a virtual meeting platform like Zoom that allows for screen sharing so you can present the [Mastermind PowerPoint](#).
- If you have many participants, familiarize yourself with a technology that allows breakout rooms. If not, conduct the mastermind as a single group, but make sure everyone contributes to the conversation.
- Encourage attendees to turn on their cameras to maximize engagement and participation.

Instructions

1. Distribute a copy of the [Business Technology Mastermind Notes Page](#) to each group.
2. Have a timer ready to keep the workshop on schedule.
3. Present the [PowerPoint](#) and introduce the preselected topic, business technology.
4. Follow the PowerPoint's step-by-step instructions for facilitation. See [How to Run a Successful Mastermind](#) for additional tips.
5. Collect and compile all the notes at the workshop's conclusion and email them to the participating agents.

Next Steps: Go Above & Beyond

- Consider facilitating additional mastermind sessions on challenges not selected for this workshop.
- At the next sales meeting, ask attendees to share their experiences and results. Public sharing promotes attendance at future workshops and fosters a collaborative environment.
- Follow up individually with agents you are mentoring to facilitate the application of new ideas and share successes.
- Track the efficacy of your company's learning opportunities. During the next 6-12 months, compare several KPIs, such as Listings Taken, Units Closed, and GCI, and measure them against the same time the previous year (YOY – year over year). You are checking to see if an increase is attributable to new skills gained from learning. It typically takes 6 months after skills are taught to see production increase.