



Description

One agent per group is in the “Hot Seat” during this mastermind workshop. After the Hot Seat Agent explains a business challenge they are facing, their group brainstorms solutions. The Hot Seat Agent remains quiet and writes down all suggestions, whether they agree with them or not. The group’s fresh perspectives often provide solutions the agent would not have thought of on their own. **Duration:** 60 minutes

Deliverables

Studies show that peer-to-peer knowledge sharing and problem-solving are among the highest-rated forms of learning. The Hot Seat Agent receives practical solutions that help them get out of the typical “insanity” rut: Doing something over and over the same way expecting different results. 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 [video](#).
- Set up a whiteboard or flip chart and markers for recording discussion responses.
- For ten or more participants, arrange seating in small groups of 5 or 6 people. For smaller workshops, set the room so that participants face each other.

Virtual Workshop

- Select a virtual meeting platform that allows for screen sharing, such as Zoom or Google Meet.
- When sharing the [video](#), also share computer audio.
- If you have many participants, utilize a technology that allows breakout rooms.
- Encourage attendees to turn on their cameras to maximize engagement and participation

Instructions

- Review Spark & Logic’s [tips for successful masterminds](#).
- Have a timer ready to keep the workshop on schedule.
- Play the [video](#). When instructed, PAUSE the video and allow the agents time to do group work.
 1. Each group identifies a Hot Seat Agent.
 2. The Hot Seat Agent presents a challenge they are facing. (5 minutes)
 3. The group asks the Hot Seat Agent clarifying questions. (2-3 minutes)
 4. The Hot Seat Agent remains silent while the group offers solutions and writes down all recommendations whether they embrace them or not. (15-20 minutes)
 5. Collect and compile the group notes and email them to the participants.

Next Steps: Go Above & Beyond

- 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.