



Below are questions about this month's sales meeting content you can ask during agent mentoring sessions. Choose the questions that are the most relevant for each individual. These inquiries will keep agents accountable and help them apply new ideas. Furthermore, you will show that agent growth and success are your priority.

### General Questions

- What are you currently doing to manage your time better?
- In what ways would you like to improve your time management skills?

### Learning Sprint Questions

#### Increase Productivity With Time Blocking

- What activities or tasks in your business would benefit the most from time blocking?
- What time blocking categories did you select?
- What are your time sucks (i.e., social media)? How can you limit or remove these distractions?

#### Find Freedom Through Systems

- What did you think about the systems that were presented? Which one(s) stood out for you?
- Tell me about a system(s) you already have in place. Are they working as expected?
- What part of your business could benefit from adding a system or checklist?
- How would having systems for key areas impact you and your business?

#### Maximize Your Pop Bys

- How do you keep in touch with your past clients and sphere of influence?
- Have you implemented pop bys to stay top-of-mind with your past clients and SOI? If yes, which ones? Did it result in a referral?
- How do you track the sources that generate leads and closed transactions for your business?

#### Essential Time Management Skills

- Which time management skills would you like to improve?
- Tell me about a time when your time management skills made a memorable impression on a client.
- How do you currently track your time spent on each transaction?

#### Monthly Goal Setting

- Are you on track to achieve your monthly goal(s)?
- How can we help you achieve your monthly goal(s)?