



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

- How do you approach financial planning to ensure a stable income?
- What strategies do you use to minimize income fluctuations?
- Describe your contingency plan to handle unforeseen circumstances that might affect your income.
- What support can I offer to make your business plan successful?

Learning Sprint Questions

Create a Budget Like a Pro

- What are your production goals for next year?
- How did you do with putting together a personal monthly budget?
- What surprised you about completing your monthly budget? Your production goals?

Real Estate Riches: Proven Strategies for Agent Investors

- Which investment strategy intrigued you the most?
- What do you need to get started?
- What would you do with extra income from real estate investments?

Exit Strategy

- What is your exit strategy?
- What value have you placed on your business?
- How did you look differently at your business after watching the exit strategy video?

Visioning

- What are your top 3 goals for next year?
- Where do you see your business at the end of next year?
- If money were no object, what would you like to achieve next year in your business?

Monthly Goal Setting

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

