



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

- Can you share some examples of challenging situations or unexpected issues that you have faced in your real estate transactions? How did you address these challenges to minimize risk for your clients?
- Describe a time when you felt uncomfortable meeting a new client. Knowing what you know now, what would you do differently to handle the situation?

Learning Sprint Questions

Sharpen Your Buyer Presentation

- How do you currently handle obtaining a signed Buyer Representation Agreement?
- Do you have a buyer representation presentation?
 - If yes, would you share it with me?
 - If no, what would be the impact to your business if you had one?

Risk Self-Assessment

- How are you currently safeguarding your clients' personal information?
- What area in your business do you feel you could do a better job of minimizing or eliminating risk?
- The last time you bought a new smartphone, what did you do with your old one?

Open House Safety

- What are some of the current safety precautions you use when holding an open house?
- What recommendations do you share with your sellers on how to minimize or prevent theft or damage to their belongings during an open house?
- Are you currently using a safety app on your smartphone?
 - If no, would you like help in setting one up?
 - If yes, which one are you using, and how do you like it?

Safety Culture

- How do you handle meeting new clients for the first time?
- What do you require from a new client before you agree to represent them? (i.e., copy of driver's license, pre-approval letter, etc.)
- What do you think about our current Office Distress Code? (If you don't have one currently, ask instead, "What are your thoughts on the office establishing an Office Distress Code?")

Monthly Goal Setting

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