



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

- Walk me through your most successful strategy for attracting new clients.
- What methods or approaches have consistently yielded positive results for you?

Learning Sprint Questions

Cold Call With Confidence

- How do you feel about making cold calls?
 - If their response is positive, ask them to share a success story or technique that works well for them.
 - If their response is negative, ask what would help them be more comfortable reaching out to strangers.

Attracting New Customers

- How are you attracting new clients to your business? A good follow-up question would be, How is that working for your business?
- What organizations are you affiliated with in the community?
- How do you respond when asked what you do for a living?

Hold an Open House by Design, Not by Accident

- Share with me how you prepare for a successful open house.
- What are two things that stood out for you during this presentation?

Find Your Real Estate Niche

- If the agent took notes during this presentation, ask them to bring them to this meeting. Discuss the niche opportunities the agent identified.
- Are you currently marketing yourself as a Subject Matter Expert (SME)?
 - If yes, what is your specialty?
 - If no, what area of real estate intrigues you the most?

Monthly Goal Setting

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

