



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 your current methods or systems for prospecting?
- What CRM program are you currently using or considering purchasing/using?

Learning Sprint Questions

Build Your Database

- What CRM program are you using? What categories or types of clients did you set up?
- Tell me about your drip campaigns or planned communications.
- If you are considering adding an assistant, what tasks could you delegate to maintain communications with your contacts?

Scheduling Prospecting Time

- Which scheduling method do you find most effective and why?
- What time of the day do you find works best for prospecting?
- If you aren't prospecting regularly, how are you growing your business? If you were to commit to 1 hour of prospecting each business day, how would that impact your business?

7 Tips for Boosting Your Prospecting

- Which tips piqued your interest?
- What is your plan to put one of those tips into action?
- What would the impact on your business be if you were to gain five new clients this year?

Monthly Goal Setting

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

