



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 current methods are you using to generate leads?
- Tell me about your process for incubating leads.

Learning Sprint Questions

Profitable Lead Generation

- What percentage of your business is generated from repeat and referral business?
- Besides repeat and referral business, what other lead sources are successful for you?
- Which lead sources are the most cost-effective for your business?

Find the Right Real Estate Niche

- What real estate niches have you considered for your business?
- Tell me about your qualifications for your specialty area.
- What skillsets do you need to improve to serve this niche better?

Mini-Mastermind: Value Exchange Marketing

- What document did your group work on during the Mastermind?
- How do you plan to market this document?
- How will you follow up with the contacts you receive?

Cultivating Success: Guide to Farming for Leads

- What area(s) have you chosen to farm?
- Why is this area a good choice for your business?
- What marketing strategies will you implement to connect with your farm?

Monthly Goal Setting

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