



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.

### Learning Sprint Questions

#### Leveraging Client Testimonials

- How are you currently asking clients for testimonials?
- Where are you displaying client testimonials? (i.e., website, social media, marketing materials)
- How many of your clients provide testimonials?

#### 5 Ways to Impress Your Seller

- What does your current seller communication plan include?
- What are your thoughts about using a marketing calendar?
- What area would you like to strengthen when working with sellers?

#### Agent Role-Play: Listing Presentation Objection Handling

- What did you think of the seller objection handling role-play activity?
- Which objections were challenging to respond to?
- What other seller objections have you encountered? How have you responded?

#### Listing Marketing Calendar: First 30 Days

- How do you currently demonstrate to sellers your marketing approach for their property?
- How would a marketing calendar impact your listing presentation?
- What is the most challenging thing about marketing for you?

#### Monthly Goal Setting

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