



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

Agent Role -Play: Buyer Presentation Objection Handling

- Which buyer objection or concern is the most challenging for you to respond to?
- What key elements do you include in your standard buyer presentation, and how do you tailor it to each client's needs and preferences?

Outperform Your Competition: 6 Essential Strategies

- How do you differentiate yourself and your services from other real estate agents in your market?
- Which of the 6 ideas appealed to you?
- What do you need to get started with that idea?

Leveraging National Data to Boost Your Business

- How do you typically present market statistics to your clients to help them understand the current state of the real estate market? What types of data points do you find most useful to share?
- In what ways have you found discussing market trends and statistics helps your clients make more informed decisions about buying or selling a home? Can you share any specific examples?

Monthly Goal Setting

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

