



Below are questions about this month's sales meeting Learning Sprints 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

7 Tips for Better Time Management

- Using SMART goal setting, how would you phrase your top goal for this week?
- Do you create daily to-do lists? If yes, what is your system? If not, how could a to-do list impact your daily productivity?

Time Blocking for Social Media Management

- What appeals to you about using time blocking for managing social media?
- If you are using time blocking, how has it impacted the effectiveness and consistency of your social media marketing?

Maximize Your Pop Bys

- How do you currently keep in touch with your past clients and SOI?
- Have you used any of the pop by marketing ideas presented? What were the results?
- How do you track lead and transaction sources?

Find Freedom Through Systems

- What did you think about the systems that were presented? Which one(s) stood out for you?
- Tell me about a system you already have in place. Are your results helping you to maximize your time?
- Which area of your business could benefit from adding a system or checklist?

Monthly Goal Setting

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