



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

Marketing Strategy: FSBO Conversion

- What strategies have you found most effective in building trust and demonstrating value to FSBO sellers?
- What benefit would your business receive from converting FSBOs to listings?

What's in the Box?

- What did you learn from the game?
- How did your team do?

Ink & Influence: Leveraging Print Marketing

- What items are you currently using in your print marketing?
- How do you determine which print marketing materials and channels are most effective for reaching your target audience?

Monthly Goal Setting

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

