



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

#### The Art of Goal Setting

- What goals have you set for next year?
- How will you track your results?

#### Create Your Business Plan

- Let's review your "Get it Done" list on page 11 of your business plan workbook. How can I help you cross some of these items off your list?

#### Part I (year in review, mission statement, SWOT analysis)

- Tell me about your achievements from this year.
- What areas of your business would you like to target for improvement?

#### Part II (goals, budget)

- What are your projected production goals for next year? How can I best support your goals?
- What was the one thing that stood out for you during this training?

#### Part III (marketing plan, referral strategy, evaluation)

- Tell me about the target market you've selected to focus on.
- What valued services will you provide to your target market?

#### Monthly Goal Setting

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

