



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

#### Building a Legacy: Crafting Your Ideal Retirement

- What are your long-term goals for retirement, and how do you envision transitioning from your current role to your desired lifestyle?

#### Navigating the Income Rollercoaster

- What are you currently doing to help manage the peaks and valleys of your income?
- Which opportunities to diversify your income are of interest to you?

#### Creating a Vision Board

- How can creating a vision board help you clarify your professional goals in real estate?
- Can you share any personal experiences where visualization techniques have positively impacted your work?

#### Monthly Goal Setting

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

