



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

Working With a Real Estate Attorney

- How do you usually collaborate with real estate lawyers during the buying or selling process to ensure a smooth transaction for your clients?
- Can you share any experiences where having a real estate lawyer significantly impacted the outcome of a transaction, either positively or negatively?

Open House Safety

- What are some safety precautions you use when holding an open house?
- What recommendations do you share with your sellers on how to reduce or prevent theft or damage to their belongings during an open house?
- Are you currently using a safety app on your smartphone? If not, would you like help setting one up? If so, which one are you using, and how do you like it?

Real Estate Acronym or Texting Slang

- What changes would you like to make in how you communicate with different types of clients, particularly when using text messaging or incorporating slang?
- Can you share an example of a time when adjusting your communication style helped build a stronger connection with a client?

Monthly Goal Setting

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

Stacks of Kindness (Activity)

- How do you think small acts of kindness--whether toward clients, peers, or community members--could impact your relationships and reputation in your market?
- Can you share an example of a time when you performed a random act of kindness and how it affected your business or strengthened your client relationships?