



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

From Expired to Inspired—Role Play Winning Expired Listings

- What specific strategies or approaches from the presentation stood out to you, and how do you think you could adapt those to fit your own style?
- As you consider reaching out to owners of expired listings, what challenges or hesitations come to mind, and what steps might help you address those?

Attracting Relocation Business

- When presenting relocation services to a company's HR team, what unique value or solutions can you offer that would make them confident in referring their employees to you?
- How do you identify and connect with the key decision-makers in a company, and what steps can you take to nurture those relationships over time?

Agent Mastermind: Employee Relocation Package

- What ideas or insights from the mastermind session do you think will have the greatest impact on creating a relocation packet that truly supports employees during their move?
- Were there any specific resources or documents discussed that you feel are absolutely essential to include, and why do you think they would be valuable to relocating employees.

Monthly Goal Setting

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

