



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

#### Choosing a Client Appreciation Event

- What are your thoughts about leveraging a client appreciation event to stay connected to your past clients?
- If you have used a client appreciation event, what types of events have you found to be most effective in strengthening relationships with your clients?
- Can you share a memorable experience from an event that significantly impacted your business?

#### Mini-Mastermind: Past Client Communication Calendar

- In your experience, what are the key challenges agents face when implementing a past client communication calendar?
- How have you overcome these obstacles to ensure consistent and meaningful engagement?
- Can you walk me through your process of segmenting your past client database and tailoring your communication approach for different groups?

#### Exceed Your Clients' Expectations

- What specific strategies do you implement to ensure your clients feel supported and informed throughout the buying or selling process?
- Can you share an example of a time when you went the extra mile for a client? What was the outcome of that experience?

#### Monthly Goal Setting

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