



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

Reconnect with Past Clients

- What did you think about the presentation on reconnecting with your past clients with a quick call?
- How have you been keeping track of your past clients' major life events and milestones?
- Can you walk me through your ideal process for reconnecting with a client you haven't spoken to in over two years? What key points would you want to cover in the conversation?

Build Your Database

- How are you currently organizing your client database?
- In what ways do you leverage your database to maintain meaningful long-term relationships?

Agent Role-Play: First-Time Home Buyers Objection Handling

- How confident are you when it comes to handling objections raised by first-time homebuyers?
- Reflecting on the role-playing exercise, what was the most surprising or challenging aspect of communicating with a first-time homebuyer?
- What is one change you plan to implement in your approach to working with new clients?

Monthly Goal Setting

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

