



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

#### Engage & Connect: Playbook for Online Lead Outreach

- Can you walk me through your current process for handling online inquiries?
- Where do you think there is room for improvement?
- What challenges have you encountered when trying to engage online leads?

#### Cultivating Success: Guide to Farming for Leads

- What area(s) have you chosen to farm?
- Why is this area a good choice for your business?
- What marketing strategies will you implement to connect with your farm?

#### Profitable Lead Generation

- What percentage of your business is generated from repeat and referral business?
- Besides repeat and referral business, what other lead sources are successful for you?
- Which lead sources are the most cost-effective for your business?

#### Agent Mastermind: Cold Lead Follow-Ups That Convert

- Walk me through your typical process for following up with cold leads.
- How do you personalize your follow-up approach for different types of cold leads?
- What information do you typically include for value?

#### Monthly Goal Setting

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