



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

Save Your Sanity! Create a Tracking Board System

- How are you currently tracking your active deals?
- Which type of tracking system would work best for you?
- What specific ideas did you gain from the video that you plan to implement in your client tracking system?

Navigate Unrepresented Buyers with Confidence

- Walk me through your process for qualifying and communicating with an unrepresented buyer who inquires about one of your listings.
- What information do you cover with a seller during your listing presentation regarding unrepresented buyers?
- What strategies do you use to document interactions with unrepresented buyers?

5 Ways to Impress Your Seller

- What does your current seller communication plan include?
- What are your thoughts about presenting both a CMA and an Absorption Rate Chart at the listing appointment?
- What area would you like to strengthen when working with sellers?

Monthly Goal Setting

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

