



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

Absorption Rate

- What did you think about the Absorption Rate training video?
- Would you (or do you) feel comfortable presenting the Absorption Rate to clients?
- How do you frame the relationship between market time and pricing strategy to encourage realistic expectations?

Agent Role-Play: Buyer-Agent Agreement Objection Handling

- Which buyer objection or concern is the most challenging for you to respond to?
- What key elements do you include in your standard buyer presentation, and how do you tailor it to each client's needs and preferences?
- What real-life examples do you use to illustrate how the agreement protects buyers and supports their goals?

Leveraging National Data to Boost Your Business

- How do you typically present market statistics to your clients to help them understand the current state of the real estate market? What types of data points do you find most useful to share?
- In what ways have you found that discussing market trends and statistics helps your clients make more informed decisions about buying or selling a home? Can you share any specific examples?

Monthly Goal Setting

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