



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

Systemize to Optimize

- What did you think about the systems that were presented? Which one(s) stood out for you?
- Tell me about a system you already have in place. Are your results helping you to maximize your time?
- Which area of your business could benefit from adding a system or checklist?

Increase Productivity With Time Blocking

- How could time blocking help you to be more productive?
- What activities or tasks in your business would benefit the most from time blocking?

Check, Compare, Correct

- Tell me how you track your production or activities and compare them to the goals you have set for your business?
- When you see a gap between your current results and your goals, what do you think are the main factors contributing to that difference?
- What specific actions or adjustments could you make in the coming weeks to get back on track or accelerate your progress toward your goals?

Monthly Goal Setting

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

