

Stage of Business Growth Assessments		
Lead Overview	Y	N
Are you focusing on building your client base and learning the basics of prospecting?	<input type="checkbox"/>	<input type="checkbox"/>
Is your growth currently slow, with modest sales volume?	<input type="checkbox"/>	<input type="checkbox"/>
Have you implemented a daily prospecting schedule for lead generation?	<input type="checkbox"/>	<input type="checkbox"/>
Have you established mentorship relationships with at least two experienced agents?	<input type="checkbox"/>	<input type="checkbox"/>
Have you set up and maintained a CRM system?	<input type="checkbox"/>	<input type="checkbox"/>
Are you focusing on basic marketing and learning tools and techniques?	<input type="checkbox"/>	<input type="checkbox"/>
Are you concentrating on learning and small transactions, with heavy reliance on mentors and guidance?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have an administrative assistant or 1 junior agent on your team?	<input type="checkbox"/>	<input type="checkbox"/>
Are you focusing on building systems and expanding prospecting efforts to strengthen client relationships?	<input type="checkbox"/>	<input type="checkbox"/>
Is your sales volume increasing, with a broader market reach?	<input type="checkbox"/>	<input type="checkbox"/>
Have you standardised pipeline stages and implemented CRM tools for sales?	<input type="checkbox"/>	<input type="checkbox"/>
Are you building strong relationships to secure repeat business?	<input type="checkbox"/>	<input type="checkbox"/>
Have you automated routine marketing tasks to save time?	<input type="checkbox"/>	<input type="checkbox"/>
Are you utilising social media, basic digital marketing, and local networking for client acquisition?	<input type="checkbox"/>	<input type="checkbox"/>
Is your prospecting more consistent, targeting higher-value clients, and refining your sales pitch?	<input type="checkbox"/>	<input type="checkbox"/>