

POWERFUL COACHING QUESTIONS

1. What is important to you?
2. What does that mean for you?
3. How do you feel about your progress so far?
4. How have you grown as a Loan Officer this past year?
5. What are your options?
6. What's another way of looking at it?
7. Tell me more.
8. What do you want to do better?
9. What would you do differently next time?
10. On a scale of 1-10, how would you rate your relationships with your Key Targets[®]? What would it take to move those relationships to a 10?
11. Who are the 3 Key Targets[®] that could make a difference in your business?
12. What is your strategy to capture their business?
13. Which disciplines must you adopt to increase your production? What's the first step?
14. What did you notice about...?
15. If you knew you couldn't fail, what would you do?
16. What have you learned from the situation that will make you a better Loan Officer?
17. What is the worst thing that can happen?
18. What else?
19. What are some other angles?
20. What might happen if...?
21. When is a good time for us to brainstorm some options?
22. What will it take for you to reach that goal?
23. Where do you take your foot off the gas pedal?
24. Where or when do you put your foot on the brake?
25. What feeds your energy?
26. How does that tie in with your goals, values, etc.?
27. What is it that you want?
28. What are the possibilities?
29. What is the learning for you?
30. What might you think about this situation five years from now?

**LEAD YOUR TEAM TO
GREATER SUCCESS**

**Sign up for
LEADERSHIP**

**Contact Us Today
for Upcoming Dates
and Times**

**678.325.3500
info@XINNIX.com**



PROGRAMS AND SERVICES

For Leaders

RECRUITING WORKSHOP – Empowering Managers with the Skills to Successfully Recruit

BUSINESS DEVELOPMENT WORKSHOP – Building Leadership Skills to Effectively Lead a Sales Force

RAPID COACHING – Equips Managers with High Impact Videos for Valuable Content in Sales Meetings

MANAGING FOR PERFORMANCE – Preparing Managers to Guide Their New LOs to Long-Term Success

For Loan Officers

ELITE – Elevate the Already Outstanding Results of Top Loan Officers

EDGE – Sales Strategies & Tactical Solutions for Growing Purchase Production in any Market

IGNITE – High Intensity Training & Accountability to Create a Sustainable and Continuous Pipeline

FUEL – On-Going Empowerment and Accountability to Enhance Results

THE COMPLETE LOAN APPLICATION – A Focus on Application Quality, Customer Service & Raving Fans

LEAD CONVERSION – Enhancing Sales, Listening & Closing Skills for Maximum Conversion

ENERGY – A 1 Year Series of Live, Monthly Sales & Business Classes for LOs & Key Referral Partners

PERFORMANCE BOOSTERS – Monthly Videos Bringing Energy & Education to Your Team

For New Loan Officers

ORIGINATOR – Comprehensive New Loan Officer Training Program

A complete academic, technical & advanced skills training program offering everything a new mortgage professional needs to launch a successful career. Includes 80 academic learning lessons, 25 practical case studies, multiple video learning modules, in-branch and in-field assignments, onboarding checklists, online quizzes, tests, a final exam along with critical sales tactics & strategies. Full-time instructor support. This highly respected program includes 3 phases: Ground School, Flight School and Officer School to ensure success!

Contact a XINNIX Representative to get started today.

678-325-3500

info@XINNIX.com