

Ten-minute debrief

After a coaching session, a listing appointment, or an open house. Three questions. Coach models first, out loud. Then they lead. One change — not five.

Date _____

What we're debriefing (session / listing appt / open house / other) _____

Who was there _____

Who is leading this debrief (coach first, then they lead) _____

1 • What happened?

Facts. Who said what. What the house or the hour actually felt like. Not the story about how unfair it was.

2 • What did you do?

Your moves. Questions you asked. Ones you skipped. Where you talked too much. Where you were brave.

3 • What will you do differently?

One change. Next appointment, next open house, next call block. A will — not a personality makeover.

The one change (circle it in the box above, then write it here) _____

When I'll do that (next dated chance) _____

Minutes we used (aim: 10) _____