

Are your Communication SKILLS - GOOD OR GREAT?

Are you reaching your client/sales potential? Fill out our online self assessment form to find out.

Rate your scores on a scale of 1 to 5 when answering the following 25 questions. On completion, your total scores will be calculated and interpreted. Choose a response for each question based on the following.

Rating scale: **1 NO 2-4 YES, BUT NEEDS IMPROVEMENT 5 YES, 100% EFFECTIVE**

1. Do you have a current Business Plan with income targets for the next 12 months?

1 2 3 4 5

2. Do you have a system to track and monitor your results?

1 2 3 4 5

3. Do you know your Key Performance Indicators - K.P.I.s?

1 2 3 4 5

4. Do you have specific written goals and action plans to achieve your targets?

1 2 3 4 5

5. Do you have a Prospecting Plan including block-out times for lead generation?

1 2 3 4 5

6. Do you have a U.S.P - Unique Selling Proposition to build your profile and success?

1 2 3 4 5

7. Do you have a system for working with your target market and your farm area?

1 2 3 4 5

8. Are you confident with your communication and rapport building skills towards clients?

1 2 3 4 5

9. Do you have powerful ways to qualify your prospects?

1 2 3 4 5

10. Do you have a process for giving appraisals?

1 2 3 4 5

11. Do you have a Pre-Client Information package for clients?

1 2 3 4 5

12. Do you have a structured Presentation Plan?

1 2 3 4 5

13. Are you confident with asking for and getting Supplier Paid Advertising?

1 2 3 4 5

14. Do you have skills and systems to qualify your clients?

1 2 3 4 5

15. Do you have skills and processes to handle client objections?

1 2 3 4 5

16. Do you have skills to negotiate successful outcomes for yourself and your clients?

1 2 3 4 5

17. Do you have a system for monitoring your income?

1 2 3 4 5

18. Do you have a system to create 'clients for life'?

1 2 3 4 5

19. Do you have a system to gain referral business?

1 2 3 4 5

20. Do you have a system to encourage and track repeat business?

1 2 3 4 5

21. Are you satisfied with your current work/life balance?

1 2 3 4 5

22. Are you satisfied with your personal organisation skills?

1 2 3 4 5

23. Are you satisfied with your current level of sales results?

1 2 3 4 5

24. Are you committed to achieving a quantum leap in your sales results?

1 2 3 4 5

25. Do you allocate time each week to training of any kind to enhance your professional skills?

1 2 3 4 5

TOTAL SCORE :

Interpretation of your Score:

91 – 100% = Superstar Status

81 – 90% = Excellent Salesperson

71 – 80% = Above Average

61 – 70% = Average Sales/Income

Below 60% = Below Average