

Sales Professional Profile Assessment

NAME _____ **TITLE** _____

Read each statement carefully and rate the statement with 1 being never to 10 being always.

		1	2	3	4	5	6	7	8	9	10
1.	I have both my own long term and short term sales goals with a plan for making them happen by a specific date.										
2.	I have a tracking system that shows me the progress I am making toward reaching my goals.										
3.	I have placed limitations on myself by accepting the way things are in my business.										
4.	I have placed limitations on myself by believing that things cannot be changed.										
5.	I have focused direction to where I can get sales and how I will get them.										
6.	I am motivated to work each day.										
7.	Before I walk in the office door, I know that I will make a sale.										
8.	My prospects can sense my commitment to my career and myself.										
9.	I am well organized.										
10.	I manage my time effectively.										
11.	I am effective at networking.										
12.	I am effective at prospecting.										
13.	Having prospects tell me that they are not interested bothers me.										
14.	I can easily turn around negative and/or resistant prospects.										
15.	When prospecting, I have no trouble getting past the screener or gatekeeper.										
16.	I am comfortable using the phone in a selling situation.										
17.	I easily establish an emotional connection with new prospects										
18.	I have a need for people to like me.										
19.	I have a need for people to approve of the way I do things.										
20.	I establish goals and objectives for each sales call.										
21.	I anticipate the objections that will occur.										
22.	I have practiced successful responses to overcome anticipated objections.										
23.	I know the prospect's reasons for doing business with me.										
24.	I find myself assuming and reading between the lines during the sales call.										
25.	When speaking with suspects and prospects, I consistently use the qualifying criteria to separate them into qualified potential customers.										
26.	I have a proven sales process that I use that allows me to know what should happen and when.										

Sales Professional Profile Assessment (continued)

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		1	2	3	4	5	6	7	8	9	10
27.	I am in total control of the buying/selling process.										
28.	I know why qualified prospects do not do business with me.										
29.	I understand the decision making processes of my qualified prospects.										
30.	I know how to identify the key decision makers with my prospects.										
31.	I involve other team members in the sales process.										
32.	I can say what I am feeling in an assertive manner even though the prospects may not like it.										
33.	I find myself spending too much time with a prospect that never becomes a client or customer.										
34.	I am a master at asking the right questions without upsetting anyone.										
35.	I understand why people do the things they do, act the way they act and say the things they say.										
36.	I write a lot of proposals that never turn into business.										
37.	I get in front of the key decision makers without any problems.										
38.	I consistently demonstrate my written values (non-negotiable behaviors) at all interactions from suspects to prospects to complete strangers.										
39.	I know how to communicate the value of my products or services to prospects.										
40.	I believe in relationship selling.										
41.	I have a process to reconnect with past clients to secure new referrals.										
42.	I consistently communicate with new clients to secure a written testimonial.										
43.	I am very comfortable discussing fees or prices with my prospects.										
44.	When faced with a very difficult selling situation that makes me feel pressured, I tend to bail out or cave in.										
45.	I never hesitate or feel uncomfortable asking for the business or the sale.										
46.	I understand the difference between a stall and an objection and treat them accordingly.										
47.	I am closing the sales with the fewest number of calls possible.										
48.	I know what I am being lied to and what to do about it.										
49.	My prospects only do business with me because I make a good presentation.										
50.	I seem to instinctively know when the prospect begins to agree with me.										

Sales Professional Profile Assessment (continued)

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51.	I know when to stop talking and do not feel necessary to make conversation while waiting for the prospect to speak.										
52.	I have the ability to anticipate when the prospects will start to raise an objection to what has just been said.										
53.	Many people tell me that I am a good listener.										
54.	In general, most people feel comfortable with me.										
55.	I am comfortable with silence.										
56.	My clients consider me to be perspective in thought and action.										
57.	I believe that I can learn a lot about the dynamics of a situation by "reading" body language.										
58.	I know how to appropriately respond to non-verbal and para-verbal (voice speed, inflection, loudness, etc.) body language.										
59.	I do not have trouble resuming my presentation after being interrupted.										
60.	When I encounter stalls and objections that become roadblocks for me, I invite another person into the process.										
61.	I understand why a prospect should be business with me and incorporate those reasons into my presentation.										
62.	I make a concerted effort to understand my prospect's concerns.										
63.	I present logical arguments and give evidence of the effectiveness of my solutions.										
64.	I truly believe that being a sales professional is a great career choice.										
65.	I am comfortable with role playing to hone my sales skills.										
66.	I have mentor that I regularly connect with.										
67.	I have a business coach that regularly use.										
68.	I am 100% accountable for my sales.										
69.	Being in sales excites, challenges and emotionally energizes me each day.										
70.	I find myself spewing price, product or proposal before truly knowing the prospects needs.										

What are my talents or capacities specific to sales?

What areas do I need to improve to sales?

What does the organization need to do to help me improve sales?

Give Leanne Hoagland-Smith a call at 219.508.2859 or schedule a free 30 minute no obligation coaching conversation on her calendar via this link: <http://bit.ly/2azEjnR>