

PERSONAL SALES PROFILE

NAME _____ TITLE _____

Note: Legend is a scale from 1 to 10 as follows:

9-10	Always
7 - 8	Most of the time
5 - 6	Sometimes
3 - 4	Rarely
1 - 2	Never

1. I have both long term and short term sales goals with a plan for making them happen by a specific date. 1 2 3 4 5 6 7 8 9 10
2. I have a tracking system which shows me the progress I'm making towards reaching my goals. 1 2 3 4 5 6 7 8 9 10
3. I have placed limitations on myself by accepting the way things are in my business and believe that things can't be changed. 1 2 3 4 5 6 7 8 9 10
4. I am focused and have direction to where I can get sales and how I will get there. 1 2 3 4 5 6 7 8 9 10
5. I am motivated to work each day. 1 2 3 4 5 6 7 8 9 10
6. My prospects can sense my commitment to myself and my career. 1 2 3 4 5 6 7 8 9 10
7. I am well organized and manage my time effectively. 1 2 3 4 5 6 7 8 9 10
8. I am effective at networking and prospecting. 1 2 3 4 5 6 7 8 9 10
9. Having prospects tell me they are not interested bothers me. 1 2 3 4 5 6 7 8 9 10
10. I can easily turn around negative, resistant prospects. 1 2 3 4 5 6 7 8 9 10
11. When prospecting, I have no trouble getting past the screener. 1 2 3 4 5 6 7 8 9 10
12. I get enough referrals and introductions to maximize my billings. 1 2 3 4 5 6 7 8 9 10
13. I am comfortable using the phone in a selling situation. 1 2 3 4 5 6 7 8 9 10

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14. I easily establish rapport with new prospects. 1 2 3 4 5 6 7 8 9 10
15. I have a need for people to like me and approve of the way I do things. 1 2 3 4 5 6 7 8 9 10
16. I establish goals and objectives for each sales call. 1 2 3 4 5 6 7 8 9 10
17. I anticipate the objections that will occur and rehearse how to overcome them. 1 2 3 4 5 6 7 8 9 10
18. I know the prospect's reasons for doing business with me. 1 2 3 4 5 6 7 8 9 10
19. I find myself assuming and reading between the lines during the sales call. 1 2 3 4 5 6 7 8 9 10
20. I have a selling system that I use that allows me to know what should happen and when. 1 2 3 4 5 6 7 8 9 10
21. I am in total control of the selling situation. 1 2 3 4 5 6 7 8 9 10
22. I know why prospects do not do business with me. 1 2 3 4 5 6 7 8 9 10
23. I understand the decision making processes of my prospects. 1 2 3 4 5 6 7 8 9 10
24. I identify the key decision makers with my prospects. 1 2 3 4 5 6 7 8 9 10
25. I involve other team members in the sales process. 1 2 3 4 5 6 7 8 9 10
26. I can say what I am feeling in an assertive manner even though the prospect may not like it. 1 2 3 4 5 6 7 8 9 10
27. I find myself spending too much time with a prospect that I end up not doing business with. 1 2 3 4 5 6 7 8 9 10
28. I am a master at asking the right questions without upsetting anyone. 1 2 3 4 5 6 7 8 9 10
29. I understand why people do the things they do, act the way they act, and say the things they say. 1 2 3 4 5 6 7 8 9 10

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30. I do a lot of proposals that do not turn into business. 1 2 3 4 5 6 7 8 9 10
31. I get in front of the key decision maker without any problem. 1 2 3 4 5 6 7 8 9 10
32. I am very comfortable discussing fees with my prospects. 1 2 3 4 5 6 7 8 9 10
33. When faced with a very difficult selling situation which makes me feel pressure, I tend to bail out or cave in. 1 2 3 4 5 6 7 8 9 10
34. I never hesitate or feel uncomfortable asking for the business. 1 2 3 4 5 6 7 8 9 10
35. I understand the difference between a stall and an objection and treat them accordingly. 1 2 3 4 5 6 7 8 9 10
36. I am closing sales with the fewest number of calls possible. 1 2 3 4 5 6 7 8 9 10
37. I know when I am being lied to and what to do about it. 1 2 3 4 5 6 7 8 9 10
38. My prospects only do business with me because I make a good presentation. 1 2 3 4 5 6 7 8 9 10
39. I seem to instinctively know when the prospect begins to agree with me. 1 2 3 4 5 6 7 8 9 10
40. I have the ability to anticipate when the prospect will start to raise an objection to what has just been said. 1 2 3 4 5 6 7 8 9 10
41. Many people tell me that I am a good listener. 1 2 3 4 5 6 7 8 9 10
42. In general, most people feel comfortable with me. 1 2 3 4 5 6 7 8 9 10
43. I have the ability to know when to stop talking. 1 2 3 4 5 6 7 8 9 10
44. My clients consider me to be perceptive in thought and action. 1 2 3 4 5 6 7 8 9 10
45. I believe that I can learn a lot about the situation dynamics by “reading” body language. 1 2 3 4 5 6 7 8 9 10

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| 46. I do not have trouble resuming my presentation after being interrupted. | 1 2 3 4 5 6 7 8 9 10 |
| 47. When I encounter stalls and objections that become roadblocks for me, I invite another person into the process. | 1 2 3 4 5 6 7 8 9 10 |
| 48. I understand why a prospect should do business with me and incorporate these reasons into my presentation. | 1 2 3 4 5 6 7 8 9 10 |
| 49. I make a concerted effort to understand my prospect's concerns. | 1 2 3 4 5 6 7 8 9 10 |
| 50. I present logical arguments and give evidence of our effectiveness. | 1 2 3 4 5 6 7 8 9 10 |