

Weekly Sales Thought

Companion Worksheet



Week of:	Weekly Question:	Weekly Theme:	Theme Further Defined:	Action Item:
Monday, March 8 th , 2010	"Do you consider yourself a Sales Achiever?"	Sales Achievers focus on three key themes: 1. Discipline 2. Success 3. Enablement	Sales Achievers: 1. Are disciplined in the way they prepare. 2. Succeed on purpose by employing a systematic sales approach. 3. Enable themselves through the power of "leverage" and "personal accountability".	Complete the worksheet below to determine if you truly are a "Sales Achiever".

Discipline:

Rate yourself from 1-5 (5 is highest) on these core competencies:

<u>Commitment</u> : Ability to commit to your own personal development.	1 2 3 4 5
<u>Concentration</u> : Ability to define your purpose and passion.	1 2 3 4 5
<u>Communication</u> : Ability to replicate consistent/effective messaging.	1 2 3 4 5
<u>Connection</u> : Ability to connect with, and to connect, others.	1 2 3 4 5
<u>Creativity</u> : Ability to create new methods and approaches for selling.	1 2 3 4 5
<u>Consistency</u> : Ability to follow up and follow through consistently.	1 2 3 4 5

Core Competencies further revealed – answer these questions:

<u>Commitment</u> : Do you have a strategic sales plan you review each week?
<u>Concentration</u> : How defined and well known is your "personal brand"?
<u>Communication</u> : How strong is your ability to "influence" & "persuade" others?
<u>Connection</u> : Do you have a documented networking strategy and plan?
<u>Creativity</u> : How do you set yourself apart from your competitors?
<u>Consistency</u> : Are you considered dependable and trustworthy by your clients?

Success:

Rate yourself from 1-5 (5 is highest) on these core competencies:

<u>Target</u> : Ability to identify the right target prospects and contacts.	1 2 3 4 5
<u>Tempo</u> : Ability to work at a high rate of activity and complete tasks.	1 2 3 4 5
<u>Track</u> : Ability to monitor your own success metrics consistently.	1 2 3 4 5
<u>Translate</u> : Ability to help others understand how you can help them.	1 2 3 4 5
<u>Transform</u> : Ability to demonstrate value through results delivered.	1 2 3 4 5
<u>Transition</u> : Ability to successfully transition to the next initiative.	1 2 3 4 5

Core Competencies further revealed – answer these questions:

<u>Target</u> : Do you review and update your target market prospect list weekly?
<u>Tempo</u> : Do you remain focused while working on key sales activities?
<u>Track</u> : Do you know exactly how much you will earn if you achieve quota?
<u>Translate</u> : Do your clients and prospects think it is easy to buy from you?
<u>Transform</u> : Do your clients value your knowledge, resources and relationships?
<u>Transition</u> : How many clients have purchased a second product or service?

Enablement:

Rate yourself from 1-5 (5 is highest) on these core competencies:

<u>Preparation</u> : Ability to prepare prior to key selling scenarios.	1 2 3 4 5
<u>Positioning</u> : Ability to establish a solid reputation in the market.	1 2 3 4 5
<u>Promotion</u> : Ability to leverage others to help spread the word.	1 2 3 4 5
<u>Presentation</u> : Ability to effectively articulate what you do.	1 2 3 4 5
<u>Prospecting</u> : Ability to creatively uncover new opportunities.	1 2 3 4 5
<u>Partnering</u> : Ability to convince others to help you improve and grow.	1 2 3 4 5

Core Competencies further revealed – answer these questions:

<u>Preparation</u> : How well do you leverage technology to help you prepare for selling?
<u>Positioning</u> : How do you establish your position in the market as a leader?
<u>Promotion</u> : How well do you promote yourself using social technologies?
<u>Presentation</u> : Do you leverage web technologies to present your solutions?
<u>Prospecting</u> : How creative are you as it relates to uncovering new opportunities?
<u>Partnering</u> : Do you have a specific, documented plan for working with partners?