

Self assessment on your sales habits

Do you want to get better results and improve the way you run your territory?

Take a moment to answer these statements. Score yourself between 0 and 10 for each one.

(Suggested scale; 0 you never so it. 5 you do it sometimes. 10 you do it daily).

1. I make telephone calls every day to potential and existing customers
2. I have a system for asking my satisfied customers for referrals
3. I am always working on getting better at using my technology
4. I get commitments in writing at the end of each sales call
5. I am constantly tracking my sales figures and filling up my pipeline
6. I listen actively to my customers and update my CRM daily
7. I have a personal health and fitness regime and stick to it
8. I am always trying to get better – podcasts, read blogs, prof development
9. I have a system for generating new leads
10. My sales calls follow a proven process that I am always looking to refine

A few questions for you:

1. Decide which of the above 2 habits, if you improved on them or adopted them would have the biggest impact on your results over the next 6 months.
2. What can you do to help improve or ingrain these habits?
3. Who can help you stay on track?
4. When will you get started?
5. What might distract you from achieving better results? Can you do anything about this

