

# *Super*star Sales Inventory

**Directions:** Rate yourself on a scale of 1 to 5. 5= it is very frequently like you, 1=it is very infrequently like you.

- 1 \_\_\_ I have a strategic and aggressive territory plan.
- 2 \_\_\_ I have trust and rapport with my customers.
- 3 \_\_\_ I know the features and benefits of my products.
- 4 \_\_\_ I excel at prospecting and making customer contacts daily.
- 5 \_\_\_ I take care of my customers and my customer retention is high.
- 6 \_\_\_ I have an income goal and plan to increase my sales commissions.
- 7 \_\_\_ I listen well to my customer's needs.
- 8 \_\_\_ I present the features and benefits of our products to meet customer needs.
- 9 \_\_\_ I am positive, upbeat, and optimistic.
- 10 \_\_\_ I consult with my customers to increase sales.
- 11 \_\_\_ I deal with disappointment and rejections constructively.
- 12 \_\_\_ I handle customer objections by listening and then presenting a solution.
- 13 \_\_\_ I have a way to organize my day to keep track of sales, my commissions and needed follow-up.
- 14 \_\_\_ I know how to close the sale and do so with enthusiasm.
- 15 \_\_\_ I follow-up consistently and positively with customers.
- 16 \_\_\_ I communicate well with others and my supervisor.
- 17 \_\_\_ I take pride in my work.
- 18 \_\_\_ I work hard and am open to learn new ways to improve to do my best.
- 19 \_\_\_ I work cooperatively with my teammates and others in the company.
- 20 \_\_\_ I am a SuperSTAR salesperson.

**Strengths**

**Areas to Improve**