*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

Go here: Superstar Sales eBook, Sales Competency Assessment, and the RealTime Learning and Training Module, and How to Become a Sales Superstar.