

Participant's Name _____ Date _____

Sales Skill Assessment Tool

What is the current lid number on my Sales Performance? How do I find that number? 1. Go through the 24 Indisputable Qualities of a Top Sales Performer below. 2. Grade yourself on each one on a scale of 1-10. 3. Find the average by adding the total of all qualities and dividing by 24. After completing your own Assessment of your Sales Skills ask your Sales Manager to complete one for you as well. Evaluate and consider the likenesses and the differences. Ask others who know you as a Salesperson to complete an Assessment for you as well and compare their results.

1. Adaptable
 - Ability to adjust course while staying focused on the desired outcome.
2. Asks great questions
 - Being intent on learning about the prospects needs and wants.
3. Believable
 - Someone who removes all doubt from the customer's mind about honesty.
4. Coachable
 - A person who is willing to look at their own strengths and weaknesses.
5. Commitment
 - More than just results or being involved, but fully bought-in to the goals.
6. Competent
 - A sales professional who follows a proven process with accuracy & consistency.
7. Communication
 - Understands connecting with the customer by listening and by the words they speak.
8. Confident
 - Awareness of being able to deliver without appearing arrogant.
9. Connector
 - Ability to assess, identify, & respond in a way that builds rapport & connection.
10. Converter
 - Effective at getting the sale & converting from prospects to customers.
11. Dynamic Attitude
 - Possesses a positive, friendly attitude that draws people to them.

12. Listens to Learn
- Someone who listens to learn instead of listens to reply.
13. Goal Setter
- Someone who sets goals and then develops and works a plan to reach those goals.
14. Independent
- Not a loner, but remains focused on accomplishing their goal to support the team.
15. Learner
- Seeks to be a student of the craft rather than an 'expert'.
16. Multi-tasker
- Ability to work efficiently on multiple tasks at the same time.
17. Over-Deliverer
- Delivers maximum results, not stopping when quota has been attained.
18. Prepared
- Follows a structured sales process and refuses to 'wing it'.
19. Problem Solver
- Ability to discover the customers' needs and apply the product's benefits to those needs.
20. Resilience
- The ability to recognize 'no' as part of the process & stay positive.
21. Resourceful
- Finding unique ways to find, connect with, & engage with prospects.
22. Tenacity
- The ability to stay after the goal, never tiring, never giving up.
23. Time Management
- Understanding 20% of our actions produces 80% of the results.
24. Vision
- The ability to have a clear understanding and picture of the situation and expected results.
- TOTAL Divided by 24 equals

Top Sales Performers are always working on raising their Sales Lid through Training, Coaching and Mentoring. As a Commissioned Sales Person raises their Sales Lid they also raise their Commission Earned. Top Sales Performers plan on being the best they can be and are always looking for ways to increase their skills.