



Personal Sales Assessment

Skill or Trait	Superior Performer	Above Average	Average	Below Average
The Selling Conversation (Opening-Questions-Presentation-Objections-Close)				
Flexible Communication Styles				
Goal-Setting & Metrics (Sales Funnel)				
Personal Mastery (Confidence-Presence-Habits)				
The Sales Process (Sales Mapping-Documentation)				
Networking, Prospecting & Relationship Marketing				
Digital Prospecting/Marketing				
Relationship Management & CRM				
Time & Priority Management (Daily Routine)				
Building a Referral System				

If you want to increase your sales effectiveness in any of these areas Contact Us to schedule a complementary strategy session.

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