



# Self-Evaluation Tool

**Directions:** Complete the evaluation below by rating your performance in each area on a scale of 1-10. Once complete, apply your scores to the self-evaluation wheel on the next page. (1 - closest to the center and 10 - furthest from the center)

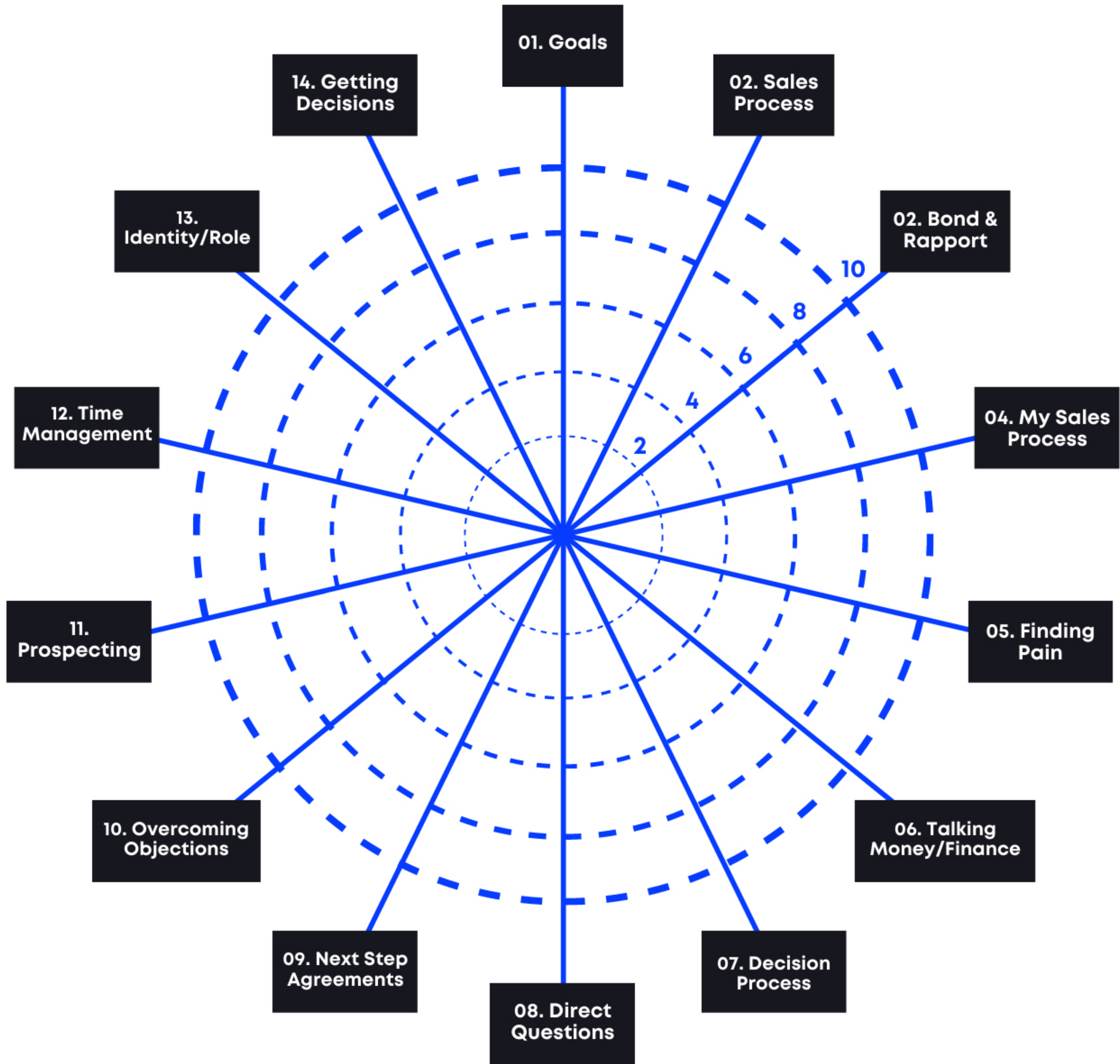
1-Lowest/Not performing ----- 10- Highest/I do this every time

## Question

## Score

- 01 I have sales goals that I constantly focus on hitting. I change behavior to meet goals.
- 02 I understand what success looks like and build a sales book to help build a blueprint for success.
- 03 I bond and rapport well with customers. I find common ground and build trust with my customers.
- 04 I have the resolve to lead and pace the sales appointment. I follow my sales process and system- not my prospects.
- 05 I find out what matters to my customers and make the sale emotional. I discover their pain (and their goals/reasons to go solar).
- 06 I always discuss money and budget with my customers and understand it is a natural part of the decision process.
- 07 I always understand my customer's decision process (and criteria).
- 08 I ask direct questions.
- 09 I follow up with every prospect. I get a clear future and a Next Step Agreement (NSA).
- 10 I understand that price objections are part of sales and I have a plan and strategy to deal with them effectively.
- 11 I hunt and prospect for new leads. I have a prospecting plan, I schedule it daily.
- 12 I plan my days/ weeks/ months and use effective time and priority management skills.
- 13 I maintain a healthy "I" (**Identity**) at all times. I refuse to let a Role failure affect how I feel about myself.
- 14 I always get an answer - Yes or No - on every visit.

**Total Score**



**In what areas do you need to “Level Up and Go Pro”?**

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