

# Communication Test

## Are your Communication

### SKILLS - GOOD OR GREAT?

Are you reaching your client/sales potential? Fill out our online self assessment form to find out.

Rate your scores on a scale of 1 to 5 when answering the following 25 questions. On completion, your total scores will be calculated and interpreted. Choose a response for each question based on the following.

Rating scale:

**1 NO 2-4 YES, BUT NEEDS IMPROVEMENT 5 YES, 100% EFFECTIVE**

1. Do you have a current Business Plan with income targets for the next 12 months?

1 2 3 4 5

2. Do you have a system to track and monitor your results?

1 2 3 4 5

3. Do you know your Key Performance Indicators - K.P.I.s?

1 2 3 4 5

4. Do you have specific written goals and action plans to achieve your targets?

1 2 3 4 5

5. Do you have a Prospecting Plan including block-out times for lead generation?

**1 2 3 4 5**

**6. Do you have a U.S.P - Unique Selling Proposition to build your profile and success?**

**1 2 3 4 5**

**7. Do you have a system for working with your target market and your farm area?**

**1 2 3 4 5**

**8. Are you confident with your communication and rapport building skills towards clients?**

**1 2 3 4 5**

**9. Do you have powerful ways to qualify your prospects?**

**1 2 3 4 5**

**10. Do you have a process for giving appraisals?**

**1 2 3 4 5**

**11. Do you have a Pre-Client Information package for clients?**

**1 2 3 4 5**

**12. Do you have a structured Presentation Plan?**

**1 2 3 4 5**

**13. Are you confident with asking for and getting Supplier Paid Advertising?**

**1 2 3 4 5**

**14. Do you have skills and systems to qualify your clients?**

**1 2 3 4 5**

**15. Do you have skills and processes to handle client objections?**

**1 2 3 4 5**

**16. Do you have skills to negotiate successful outcomes for yourself and your clients?**

**1 2 3 4 5**

**17. Do you have a system for monitoring your income?**

**1 2 3 4 5**

**18. Do you have a system to create 'clients for life'?**

**1 2 3 4 5**

**19. Do you have a system to gain referral business?**

**1 2 3 4 5**

**20. Do you have a system to encourage and track repeat business?**

**1 2 3 4 5**

**21. Are you satisfied with your current work/life balance?**

**1 2 3 4 5**

**22. Are you satisfied with your personal organization skills?**

**1 2 3 4 5**

**23. Are you satisfied with your current level of sales results?**

**1 2 3 4 5**

**24. Are you committed to achieving a quantum leap in your sales results?**

1 2 3 4 5

25. Do you allocate time each week to training of any kind to enhance your professional skills?

1 2 3 4 5

## **TOTAL SCORE:**

Interpretation of your Score:

**91 – 100% = Superstar Status**

**81 – 90% = Excellent Salesperson**

**71 – 80% = Above Average**

**61 – 70% = Average Sales/Income**

**Below 60% = Below Average**