

**Sales Assessment Tool**

Now you have worked through the first sales module, reflect on how you would rank your confidence and success in the 7 Steps of the Sales Cycle. Work through each question and rank your current level of confidence for each step of the sales process.

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| --- | --- | --- | --- | --- | --- |
|  | Not Confident | Somewhat Confident | Confident | Very Confident | Superstar |
| 1. Building Rapport and Trust |  |  |  |  |  |
| 2. Asking Key Questions |  |  |  |  |  |
| 3. Qualifying Potential Clients |  |  |  |  |  |
| 4. Know Your Products |  |  |  |  |  |
| 5. Recommending Solutions |  |  |  |  |  |
| 6. Handling Objections |  |  |  |  |  |
| 7. Closing the Sale |  |  |  |  |  |

Mindset and our beliefs about sales have a significant impact on how we feel about it, how we come across to clients and whether it results in them becoming new clients or not!

Take time to think about where you are right now - What have been your limiting beliefs and how can you change your mindset towards more positive, client centred beliefs.   
One of the first ways to impact your success is through working on your thoughts and beliefs about sales.



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| **FROM THIS** | **🡪** | **TO THIS** |
| Current Limiting Beliefs | **🡪** | Positive Mindset Beliefs |
| E.g. I don’t want to be pushy  1.  2.  3.  4.  5. | **🡪** | I don’t need to be pushy at all. I just need to listen to what the client needs and see if I can help.  1.  2.  3.  4.  5. |

From what you have identified above what are the two most important areas you can focus on to improve in your Sales Approach with potential clients?

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