

# Sales



## BEGINNING OF MONTH SELF ASSESSMENT

What are the three most common objections you hear from your prospects?

Explore your relationship with objections. What objections do you use in the buying process? What kinds of fears do you avoid exploring by giving those objections?

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## BEGINNING OF MONTH SELF ASSESSMENT

Are you willing to work on your sales process so that it feels fun and pleasant for you and your prospect?

Yes

No

If you had to identify your greatest fear around selling, what would it be?

If you had to guess at your close ratio, or the percentage of people who say YES to you, what would it be?

(For example, if 1 out of every 4 people you talk to says yes, your close ratio would be 25%)

On a scale of 1-10, chart how confident do you feel about sales right now?

