As of: _____

19 Deadly Sins of Sales

RATING AND IMPROVEMENT SHEET

1 is Best – 10 is Worst

1) **Compromising Your Integrity**
Current Rating: 1 2 3 4 5 6 7 8 9 10
Steps to improve my rating, if necessary:
1)
2)
3)

2) **Lack of Pride in Your Company**
Current Rating: 1 2 3 4 5 6 7 8 9 10
Steps to improve my rating, if necessary:
1)
2)
3)

3) **Lack of Motivation of Inspiration**
Current Rating: 1 2 3 4 5 6 7 8 9 10
Steps to improve my rating, if necessary:
1)
2)
3)

4) **Absence of Positive Belief**
Current Rating: 1 2 3 4 5 6 7 8 9 10
Steps to improve my rating, if necessary:
1)
2)
3)

5) **Absence of an Effective Goal Setting System**
Current Rating: 1 2 3 4 5 6 7 8 9 10
Steps to improve my rating, if necessary:
1)
2)
3)

6) **Lack of Organization**
Current Rating: 1 2 3 4 5 6 7 8 9 10
Steps to improve my rating, if necessary:
1)
2)
3)

7) **Failure to Understand Your Customer's Business**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

8) **Spreading Yourself Too Thin**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

9) **Laziness**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

10) **Failure to Develop Personal Relationships**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

11) **Inadequate Follow-up**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

12) **Lack of Creativity**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

13) **Negative Antenna**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

14) **Selfishness**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

15) **Inaction**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

16) **Failure to Master Basic Selling Skills**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

17) **Lack of Product Knowledge**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

18) **Failure to Take Responsibility For Your Own Actions**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

19) **Lack of Persistence**

Current Rating: 1 2 3 4 5 6 7 8 9 10

Steps to improve my rating, if necessary:

1)
2)
3)

EVALUATE YOUR STRENGTHS

My greatest strengths are _____.

My friends like me because _____

_____.

My greatest accomplishment during the past year was _____

_____.

My best subject in school was _____.

My favorite activity is _____.

If I were a teacher, I would teach _____.

I feel best when _____.

My personal hero(s) is/are _____.

My best customers do business with me because _____

_____.