

Activity 60-A
Assess Yourself for Greatness as a Selling Professional

1. How many non-fiction books have You read this month (x12 for annual mental deposit reference) to push and enhance Your development and in-the-field execution? _____
2. How many on-line informational, educational or industry updates have You exposed myself to push and enhance Your development and in-the-field execution? _____
3. How many situational need areas have you identified in your selling business can use a skill or strategy upgrade in the past year, and have You exposed Yourself to push and enhance Your development and in-the-field execution? _____
4. How many professional development training programs have you participated in that your organization has made available to You to be able to push and enhance Your development and in-the-field execution? _____
5. How many professional development training programs have you participated in that you sought out and paid for on your own to be able to push and enhance Your development and in-the-field execution? _____
6. How many other truly successful professionals in our present career pathway do You incircle Yourself with to mentally network, grow, and learn from to be able to push and enhance Your development and in-the-field execution? _____:
List some of these power professionals that serve as your COIs to personal greatness:
 - a. _____
 - b. _____
 - c. _____
 - d. _____
 - e. _____
 - f. _____

Now, if you do not engage them on a regular basis, place a check-mark next to their name. If you do not pro-actively them, they can't serve you as true mentors, coaches, advisors, advocates or accountability-partners.

7. What do You do to track, monitor, and hold yourself accountable to, to be able to push and enhance Your development and in-the-field execution?

