



# The How Comfortable (and Effective) Are You With Face to Face Selling? *Quiz*

When I am involved in face to face selling, I am:	<u>Always</u>					<u>Never</u>				
1. Assertive (not aggressive)	1	2	3	4	5	1	2	3	4	5
2. Honest	1	2	3	4	5	1	2	3	4	5
3. Confident in my product/service	1	2	3	4	5	1	2	3	4	5
4. Confident in myself	1	2	3	4	5	1	2	3	4	5
5. Enthusiastic, energetic, and engaging	1	2	3	4	5	1	2	3	4	5
6. Able to show empathy while maintaining focus on my objectives	1	2	3	4	5	1	2	3	4	5
7. Professional in appearance and demeanour	1	2	3	4	5	1	2	3	4	5
8. Always positive - never complain – or gossip	1	2	3	4	5	1	2	3	4	5
9. Able to use both ears and mouth proportionately (excellent listener)	1	2	3	4	5	1	2	3	4	5
10. Perceptive (hear what is being said as well as what is not being said)	1	2	3	4	5	1	2	3	4	5
11. Asking for permission, then taking notes	1	2	3	4	5	1	2	3	4	5
12. Able to restate my prospect’s needs accurately	1	2	3	4	5	1	2	3	4	5
13. Respectful of the prospect’s time (meetings start and end on time)	1	2	3	4	5	1	2	3	4	5
14. Capable of handling “maybe’s” and “no’s”	1	2	3	4	5	1	2	3	4	5
15. Planning the meeting agenda	1	2	3	4	5	1	2	3	4	5
16. Following up promptly	1	2	3	4	5	1	2	3	4	5
17. Constantly working my prospecting funnel in both directions	1	2	3	4	5	1	2	3	4	5
18. Setting time aside to work on sales processes	1	2	3	4	5	1	2	3	4	5
19. Politely persistent	1	2	3	4	5	1	2	3	4	5
20. Upgrading my skills by taking seminars, reading books, etc.	1	2	3	4	5	1	2	3	4	5
21. Able to convert >80% of prospects into new clients	1	2	3	4	5	1	2	3	4	5

Once you’ve completed the 21 questions, total your scores and write the number here:  
Remember to re-test yourself periodically to monitor your progress!

- If you scored:
- 21 – 42** You are very comfortable with selling and are achieving terrific results. Congratulations!
  - 43 - 63** You are doing better than most. Focus on improving your higher numbers and you’ll see improvements in as little as 30 days.
  - 64 - 84** You are achieving limited success and might be struggling to understand why. Study your responses again and zero in on what bugs you most about selling. Then get the e-book [Solutions to Sales Problems](#) and read it! You’re 19 pages away from better results.
  - 85 -105** You probably already know. You are terrified and ineffective when it comes to face to face selling. If you’re the person responsible for generating revenue, get help! Start by buying the e-book [Solutions to Sales Problems](#)! It’s guaranteed to help in 19 pages!