

Confidential Questions for Individual Reps

1. My greatest strength in telephone marketing is _____
2. One situation I'd like to handle better is _____
3. One person whose telephone selling ability I really admire is _____
4. The thing I admire about him/her is the way he/she _____
5. If I told him/her about my admiration and asked for help, he'd/she'd probably ...
6. One thing I'm already very good at, but need about 3 hours to polish up is ...
7. This coming weekend am I willing to spend 3 hours to do that?
8. If I get nothing else from this seminar, I'm going to be absolutely sure that I ...
9. Throughout the training, I'm going to keep an open mind and look for ways to improve my ...
10. These days, my motivation level is a) the best it's ever been, b) not as high as it should be, or c) sorely lacking
11. The last book I read was _____
12. The last movie I saw was _____

13. List names of 3 people in the public arena whom you respect:

14. I feel like I'm giving a) 50% effort, b) 75% effort, c) 100% effort, d) 125% effort, e) 150% effort.

15. Has anyone ever told you have an accent? If so, what kind or where did they think you're from?

16. Comments:

Name:

Phone Number: