

PROFILING YOUR SALES PERSONALITY

PROSPECTING SKILLS ASSESSMENT



Reflect back to determine how frequently you practice each of the following behaviors and check the box that corresponds to that behavior. When finished, add all your numbers together and use the scale at the bottom to determine what kind of prospector you are.

	ALMOST ALWAYS	OFTEN	SOMETIMES	SELDOM	ALMOST NEVER	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
©2006 HOOPIS PERFORMANCE NETWORK	TALLY TOTALS	5 POINTS EACH	4 POINTS EACH	3 POINTS EACH	2 POINTS EACH	1 POINT EACH
HOW WELL DO YOU PROSPECT? (GRAND TOTAL)						

100-92=I'M A MACHINE | 91-75=GAINING MOMENTUM | 74-46=DECENTLY | 45-29=JUST WELL ENOUGH | 28-20=QUITE POORLY