

Profiling Your Sales Personality **Prospecting Skills Assessment**



Reflect back to determine how frequently your organization practices each of the following best practices and check the corresponding box. When finished, add the point value of all your responses and use the scale at the bottom to determine your organization's effectiveness in this particular area.

ALMOST ALWAYS OFTEN SOMETIMES SELDOM ALMOST NEVER

1. I feed specific names that were identified during the factfinding process.					
2. I utilize the internet to generate names to feed when prospecting.					
3. I strategically nest within specific companies or industries.					
4. I am effective at overcoming prospecting objections.					
5. I get the nominator to acknowledge that value has been received following the factfinder (ie. get the affirmative).					
6. I provide referrals to other professionals.					
7. I update the nominator on the progress of the referrals that have been given.					
8. I meet with Centers of Influence for prospecting purposes.					
9. I pinpoint by feeding specific categories to help the nominator think of potential prospects.					
10. I contact referrals in a timely manner.					
11. I have prospecting language that I use consistently.					
12. I have an "ideal prospect" profile that I refer to when prospecting.					
13. I qualify referrals by getting additional information from the nominator.					
14. I am effective at turning personal observations into prospects.					
15. I plant prospecting "seeds" throughout my sales process.					
16. I reference the nominator when meeting a prospect for the first time.					
17. I educate the nominator on how I plan to introduce myself to the prospect.					
18. I leverage technology to assist with the prospecting process (ie. Email, internet, voice mail, etc.).					
19. I consistently ask for referrals in every meeting.					
20. I believe that I add value and deserve to be referred to people.					

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5 POINTS EACH 4 POINTS EACH 3 POINTS EACH 2 POINTS EACH 1 POINT EACH

TALLY TOTALS

GRAND TOTAL