

Clarifying Your Expectations

1) I firmly believe in the products our company offers and I use them regularly.

Strongly Disagree Disagree Neutral Agree Strongly Agree

2) I know how to ask appropriate questions to find out what people are most interested in and want.

Strongly Disagree Disagree Neutral Agree Strongly Agree

3) I can quickly and enthusiastically tell people “my story” about the products I am selling.

Strongly Disagree Disagree Neutral Agree Strongly Agree

4) I can quickly and enthusiastically tell people about the “business opportunity” I am offering.

Strongly Disagree Disagree Neutral Agree Strongly Agree

5) I have a system for tracking and following up with everyone I speak to about my business.

Strongly Disagree Disagree Neutral Agree Strongly Agree