

Sales Mastery Scorecard

Producer Name: _____ Date: _____

Prospect Name: _____

With 1 being the weakest and 10 being strongest, how would you rate yourself on the following key performance indicators?

Rapport Building	1	2	3	4	5	6	7	8	9	10
Vision Casting	1	2	3	4	5	6	7	8	9	10
Dissatisfaction Probing	1	2	3	4	5	6	7	8	9	10
Outcomes Discussion/Delivery	1	2	3	4	5	6	7	8	9	10
Introducing the Process	1	2	3	4	5	6	7	8	9	10
Defining/Engaging All Decision Makers	1	2	3	4	5	6	7	8	9	10
Defining Next Steps	1	2	3	4	5	6	7	8	9	10
Overall Preparedness	1	2	3	4	5	6	7	8	9	10
Overall Execution	1	2	3	4	5	6	7	8	9	10