

## A YEAR OF

## SUCCESS

## WHAT'S YOUR SUCCESS QUOTIENT?

There are four major areas that determine your ability to succeed both personally and professionally. You might be naturally very proficient in one or two, but you need to at least have a working command of all of them. Do you potentially provide great value but are slow to act? Do you act decisively but are weak in building relationships that lead to new business? Are you a great communicator but have difficulty understanding your value? You can absolutely build your skills in each and realize powerful and profitable results.



Discover your Success Quotient in the four areas critical to your success: ACTION, VALUE, COMMUNICATION, and RELATIONSHIPS, by answering the following quick 20 questions.

## ACTION

- |   |                |
|---|----------------|
| 1. Do you easily accomplish the goals you set for yourself?                                     | Yes ___ No ___ |
| 2. Do you consistently overcome any economic and societal conditions in order to be successful? | Yes ___ No ___ |
| 3. Do you know what you want and know how to go about making it happen?                         | Yes ___ No ___ |
| 4. Do you have the motivation to get things done?   | Yes ___ No ___ |
| 5. Do you have enough time to do all the things you want to do?                                 | Yes ___ No ___ |

## VALUE

- |   |                |
|---|----------------|
| 1. Do you know how to replace money with imagination and create new value?  | Yes ___ No ___ |
| 2. Do you know how to harness the power of crystal clear focus?   | Yes ___ No ___ |
| 3. Do you know how to add value to your product, service or work that others appreciate and will pay for?                   | Yes ___ No ___ |
| 4. Are you using a scorecard for success based on what is most important to you or are you playing by someone else's rules? | Yes ___ No ___ |
| 5. Do you know how to add value to key relationships?   | Yes ___ No ___ |

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## COMMUNICATION

- |   |                |
|---|----------------|
| 1. Do your words consistently prompt clear action?  | Yes ___ No ___ |
| 2. Are you able to keep people focused as you speak (so they're not looking away, or checking email)? | Yes ___ No ___ |
| 3. When you share your ideas, do others respond with energy and focus?                                | Yes ___ No ___ |
| 4. Do people seek out your opinions?  | Yes ___ No ___ |
| 5. Do people respond quickly to your requests?  | Yes ___ No ___ |

## RELATIONSHIPS

- |  |                |
|--|----------------|
| 1. Do you feel that those who know you, also like and trust you?   | Yes ___ No ___ |
| 2. Do you find that people accept and act upon new concepts you introduce to them?                                       | Yes ___ No ___ |
| 3. Do you handle verbal attacks with grace and are able to turn the situations around so that everyone benefits?         | Yes ___ No ___ |
| 4. Do you find that you are able to say "no" to requests without worrying that the relationship has somehow been harmed? | Yes ___ No ___ |
| 5. Do you consistently handle prospect's sales objections and successfully complete the transaction?                     | Yes ___ No ___ |

## SCORING

Tally your 'YES' answers for each section:

**ACTION - 'YES':** \_\_\_\_\_ **VALUE - 'YES':** \_\_\_\_\_ **COMMUNICATION - 'YES':** \_\_\_\_\_ **RELATIONSHIPS - 'YES':** \_\_\_\_\_

**A score of 5 points:** This area is one of your strengths. Keep up the great work and continued success!

**A score of 3-4 points:** You are achieving a certain level of success, but probably want to attain a higher level. Be sure to do the action steps for these videos.

**A score of 0-2 points:** You may want to pay particular attention to videos in this area and consistently do the action steps.