

## 1 Analysis & Goal Setting

Based on your performance in the past six months,

- I connected with new customers
- A customer referred me to other potential customers
- I connected with new peers in the industry
- I collaborated with a peer in the industry to gather more business
- The new relationships helped me generate more business
- I analyzed my successes
- I analyzed my failures
- I had clear goals with deadlines

### Goal Setting Reflection Questions

How did you create new relationships?

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In your successes, why did your customer decide to go with you?

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In your failures, why didn't the customer go with you?

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## 2 Communicating Success

When I talk to customers, I exhibit

- Professionalism
- Shared Goals
- Competence
- Passion for your success
- Passion for customer's success!

### Communication Reflection Questions

How do you show your credibility?

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How can you develop your credibility further?

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## 3 Networking for Effect

With colleagues, potential customers, and other business interactions, I try to

- Self Promote
- Go to every closing possible
- Continuously improve
- Return phone calls
- Follow up after an appointment
- Gather quality information early in the sales process
- Act like a business agent
- Help the customer achieve their goals
- Know my product and my industry
- Call before showing up
- Be persistent without being a pest
- Ask for business

### Networking Reflection Questions

How can your relationships provide you with new business opportunities?

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How can you improve your interactions in order to create more opportunities?

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What can you offer your network?

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## 4 Reflection


In order to be more successful, I need to work on


 Success Stories  
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 Referral Stories  
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 References  
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 Creating memorable moments  
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 Key information to reach industry professionals  
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 List of reasons why your products work  
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 Understand reasons objections may occur  
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 Someone you can call for help  
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 Recap of previous conversations  
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 Good attitude  
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## Notes

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