



Coaching Assessment

I would like to take an assessment of areas for opportunity and growth in order to be very productive with our time together. Please take a few minutes to answer the following questions?

10= Good

5 = Fair

1= Poor

1 2 3 4 5 6 7 8 9 10

Handling Objections, Stalls and Conditions?

1 2 3 4 5 6 7 8 9 10

Negotiation Skills?

1 2 3 4 5 6 7 8 9 10

Closing Skills?

1 2 3 4 5 6 7 8 9 10

Converting Prospects Face To Face Appointments?

1 2 3 4 5 6 7 8 9 10

Buyer Counselling (consistent follow up, contact, communication)?

1 2 3 4 5 6 7 8 9 10

Seller Counselling (consistent follow up, contact, communication)?

1 2 3 4 5 6 7 8 9 10

Questioning Skills?

1 2 3 4 5 6 7 8 9 10

Listing Appointment Skills?

1 2 3 4 5 6 7 8 9 10

Buyer Appointment Skills?

1 2 3 4 5 6 7 8 9 10

Pre Listing Package?

1 2 3 4 5 6 7 8 9 10

Pre Buyer Package?

1 2 3 4 5 6 7 8 9 10

Powerful Listing Presentation?

1 2 3 4 5 6 7 8 9 10

Powerful Pricing Presentation?

1 2 3 4 5 6 7 8 9 10

Powerful Buyer Presentation?

1 2 3 4 5 6 7 8 9 10

Systems. Checklists?

1 2 3 4 5 6 7 8 9 10

Lead Generation (steady stream of buyer and seller leads coming in)?

1 2 3 4 5 6 7 8 9 10

Lead Conversion (add value, help, wow them, until they put their hand up wanting my help)?

1 2 3 4 5 6 7 8 9 10

Lead Follow up? (Follow them up until they buy or sell average 10 months)?

1 2 3 4 5 6 7 8 9 10

Work Life Balance?

1 2 3 4 5 6 7 8 9 10

Leveraging. Do I do it? Delegate? Systemize Automate? Dump?

1 2 3 4 5 6 7 8 9 10

Daily, Weekly Activity Plans?

1 2 3 4 5 6 7 8 9 10

Finances? Personal and business. Profit?