# **SALES SUCCESS** WORKSHEET

## HOW DO YOU CONSTANTLY STAY MOTIVATED AND PERFORM AT YOUR PEAK LEVEL?

☐ I listened to *"How Do You Constantly Stay Motivated and Perform at Your Peak Level?"*

- "Goal Directed" means:

_____

_____

- What are YOUR long-term, intermediate-term, and short-term goals related to recruiting?

| Short-Term Goals | Projected Date | On Track to Reach? | What's your next step related to this goal? |
|---|---|---|---|
| | | yes / no | |
| | | yes / no | |
| | | yes / no | |
| **Intermediate-Term Goals** | **Projected Date** | **On Track to Reach?** | **What's your next step related to this goal?** |
| | | yes / no | |
| | | yes / no | |
| | | yes / no | |
| **Long-Term Goals** | **Projected Date** | **On Track to Reach** | **What's your next step related to this goal?** |
| | | yes / no | |
| | | yes / no | |
| | | yes / no | |

- Bring this worksheet to the next training meeting and be prepared to discuss your answers.