

SALES SUCCESS WORKSHEET

BUILDING AND SUSTAINING MOMENTUM

I listened to *“Building and Sustaining Momentum.”*

- Do you believe success breeds motivation, or motivation breeds success? Explain your answer.

- Have you ever blamed an applicant or an Air Force Reserve staff agency or policy for failing to gain an accession? Looking back, what, if anything, could you have done differently with the applicant?

- Which one of the five common traits of top performing recruiters is your strongest? Why do you say that?

Number: _____

- Which one of the five common traits of top performing recruiters is your weakest? How can you go about strengthening that trait?

Number: _____

- Which three of the ten success “truths” do you agree with the most? Why?

Number: _____

Number: _____

Number: _____

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