

# SALES SUCCESS WORKSHEET

## FIVE SECRETS TO BEING A GREAT LISTENER

I listened to *“Five Secrets to Being a Great Listener.”*

- Choose one lead or applicant you are meeting within the next week.

Name:

---

- With this appointment in mind, prepare a list of questions you’ll ask. Take a copy of this list with you when you have the meeting.

1. 

---

2. 

---

3. 

---

4. 

---

5. 

---

- Write down all of the answers you hear. Summarize the responses below.

1. 

---

2. 

---

3. 

---

4. 

---

5. 

---

- Remember to ask feedback questions based on the person’s response!

Other notes on the call? Jot them here and bring this sheet to the next training meeting.

---

---

---

---

---

- Be prepared to discuss how having pre-prepared questions impacted the interview process.

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