

## Selling Self-Assessment

There is no judgment here, just Love!



In order to have a clear picture about what's working, not working, and what you could be doing/feeling/being differently, I invite you to answer these questions with honesty.

This self- assessment is between YOU and YOU.  
And this is your first step to freedom. 😊

How much revenue do/did you (or your sales team) bring?

- Last year? \_\_\_\_\_
- This year-to-date? \_\_\_\_\_

What worked? \_\_\_\_\_

What didn't work? \_\_\_\_\_

How does it make you feel? \_\_\_\_\_

What would you do differently? \_\_\_\_\_

How many current clients do you currently have? \_\_\_\_\_

How many current clients do you need to achieve this year's goal? \_\_\_\_\_

How many past clients do you have?

- Less than 2 years? \_\_\_\_\_
- Less than 5 years? \_\_\_\_\_

How many more clients do you want?

- Next week? \_\_\_\_\_
- Next month? \_\_\_\_\_

Do you use a CRM\* tool (\*Customer Relationship Management)? \_\_\_\_\_

If you don't have a CRM tool, start making lists of your clients (existing and past) as well as your prospects, friends, referral partners, and people in your circle of influence.

**Let's evaluate!** Between 0 and 5 (5 being outstanding)

Rate your level of confidence in selling: \_\_\_\_\_

Rate your level of satisfaction with the number of existing clients: \_\_\_\_\_

Rate your level of avoiding selling: \_\_\_\_\_

If the last number is not 0:

What do you usually do to avoid getting on the phone with a prospect and sell?  
(what kind of excuse/reason/project do you use?)

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How does it make you feel? \_\_\_\_\_



Congratulate yourself! You have a clear picture of what is going on in your business regarding sales.

Now remember.... Awareness is the first step.  
You can make things way better from here.

I recommend you start using energy clearing/activation, inspired guidance, and vibrational marketing to attract more of your ideal clients. This topic is my passion!

If you want to chat about what IS possible when you tap into your superpowers, and how it could work for you, schedule a time to talk by clicking the link below:

<https://nathalieekobo.com/before-our-conversation>

