

Strengths and Weaknesses

Focus Area: Career / Sales

Date: April 200X

I Can Capitalize on these Strengths:

1. Work a Room Well

2. Personable / Likable

3. Committed

4. Well-Educated

5. Positive Attitude

6. Good Communicator

7. _____

8. _____

I Need to Improve on these High Priority, Low Effectiveness Areas:

1. Not getting enough quality referrals

2. Time management needs improving

3. Often disorganized

4. Call Reluctance

5. Poor Follow-Up

6. Not Qualifying Prospects

7. Not Knowing Competition

8. _____

Improvement may require Progressive, Perpetual, and Performance Action Steps, along with Affirmation, Visualization, and On-Going Recommitment.

Strengths and Weaknesses

Focus Area: Fitness

Date: April 200X

I Can Capitalize on these Strengths:

1. I exercise regularly
2. I eat very little red meat
3. I take vitamins
4. I eat very little fried foods
5. I have a low-fat diet
6. _____
7. _____
8. _____

I Need to Improve on these High Priority, Low Effectiveness Areas:

1. I eat late at night or before bed
2. I often over-eat
3. I eat too fast
4. I don't eat enough fruits and vegetables
5. I don't drink enough water
6. _____
7. _____
8. _____

Improvement may require Progressive, Perpetual, and Performance Action Steps, along with Affirmation, Visualization, and On-Going Recommitment.