Achievement DYNAMICS INSTITUTE

Sales Process

Power Line	Importance Level (1-10)	Effectiveness Level (1-10)	Power Gap (1-10)
Focus Area Score			0
Clear Goals & Objectives			0
Positive Perspectives			0
Follows Clear Standards			0
Generates New Leads			0
Sincerity of Purpose			0
Builds Credibility with Prospect			0
Good Qualifying Questions			0
Strong Presentation Abilities			0
Effective Trail Closes			0
Sells Benefits of Product			0
Confident Closing Techniques			0
Professionally Handles Objections			0
Good Customer Follow-up			0
			0
			0
			0
			0
			0
			0
			0