Achievement DYNAMICS INSTITUTE

Sales Career

Name:_____ Date:_____

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
Understands Why People Buy			0
New Lead Development			0
Securing New Appointments			0
Effective Presentation Skills			0
Proficient Product Knowledge			0
Effective Communication Skills			0
Productive Time Management			0
Organized to Win			0
Excellent Customer Service			0
Recommits Daily			0
Focused Diligence			0
			0
			0
			0
			0
			0
			0
			0