

SALES MANAGEMENT SELF EVALUATION

(Maximum of 5 points each unless noted otherwise)

1. How many people did you congratulate or recognize yesterday?

2. How many personal orders did you sell in the past month?

3. How many days were in the field visiting prospect in the past week? (Double points for each time one of your sales reps was with you?)

4. How many training sessions did you conduct in the past month?

5. Do you know the dominant personal goal of your five top producers?

6. How many organized prospecting activities have you supervised in the past month?

7. How many sales recruits did you train in the past month?

8. How many of sales reps earned \$4,000 or more last month?

9. How many prospecting sources did your team's orders come from last week?

10. How many sources of recruiting have your new sales people come from in the last six months?

45-55 Points --- You are setting the example

35-44 Points ---- You are on the way to the top

25-34 Points --- You have an opportunity to improve

Less than 25 ---- Try again in 30 days