



Is Elite Execution right for you or your team? Here is a sample of 78 questions designed to assess and provoke you as a sales professional. Please take a moment to review this assessment of your sales acumen. Your answers are important in helping us to evaluate the opportunities to enhance your potential. For the complete survey contact us at jcelmore10@gmail.com or call 317.903.1123.

Kind regards,

Elite Execution Training Team

INDIVIDUAL PROFILE

1. Have been labeled "Arrogant, cocky, bitch, or rude?"	Y	N
2. Have you ever run your own business of any kind?	Y	N
3. Do you speak in public outside of work?	Y	N
4. Have you reached top 10% rank in 50% of your sales jobs?	Y	N
5. Do you routinely ask friends challenging questions?	Y	N
6. Does your intro sales deck have an agenda slide?	Y	N
7. Do you routinely get thru your sales presentation without interruption?	Y	N
8. Have you changed the nomenclature/verbiage used at your company?	Y	N
9. Can you diagram a sales call?	Y	N
10. Did you take notes on any sales calls this week?	Y	N
11. Are you debt free?	Y	N
12. Have you read a book about something related to economics this year?	Y	N

SALES METHODOLOGY

1. What is the concept behind your product in one sentence or less?
 2. What is the most recent example of your use of silence in a commercial conversation?
 3. What was the predecessor to the current status quo you are selling against?
 4. What is the most important feedback to provide a salesperson after a call?
 5. Draw and label the adoption curve from memory
 6. Give an example of a customer objection that is true
 7. What are the four territory profiles? What strategy should be employed for each?
 8. What is the difference between apologizing and asking for forgiveness?
 9. What is the point of every slide in your sales presentation? Is there more than one?
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2. What are the four criteria with which customers assess all products?
 3. What is your definition of a "Champion" customer?
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PERSONAL BRANDING

1. 3 things you debate all the time:
 - a.
 - b.
 - c.
 2. Make a list of the books you have read this year?
 3. What did you hate about your last job?
 4. How have you supported your sales manager/ superior recently?
 5. Described the last time your praised a Teammate in person about something substantial:
 6. What are you known for at work? (Branding)
 7. Is the person you work for following through on life's most important commitments?
 8. 3 things that have made you successful:
 - a.
 - b.
 - c.
 9. Do you have any "rules to live by"?
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EXPERTISE

1. What is the mechanism of action with your product?
 2. What are the flaws in your product?
 3. 3 mistakes to avoid at sales meetings?
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4. What is the job of sales management?
 5. When is it time to leave your company?
 6. What is the most powerful motivation for success?
 7. What is the most powerful and dangerous sales tactic?
 8. What is your process for diagnosing poor performance and task management?
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