



INSTITUTE  
FOR ADVANCED RESULTS

# INCREASE YOUR \$ALE\$ & INCOME

## The 10 Skills of Top Income Earners:

<u>Skill:</u>	<u>Rate Yourself (circle)</u>	<u>Your Score</u>
1. Setting & Achieving Goals	1-2-3-4-5-6-7-8-9-10	_____
2. Telephone Skills/Follow up	1-2-3-4-5-6-7-8-9-10	_____
3. Prospecting	1-2-3-4-5-6-7-8-9-10	_____
4. Time Management/Productivity	1-2-3-4-5-6-7-8-9-10	_____
5. State-of-Mind Management	1-2-3-4-5-6-7-8-9-10	_____
6. Presenting/Influence	1-2-3-4-5-6-7-8-9-10	_____
7. Overcoming Objections	1-2-3-4-5-6-7-8-9-10	_____
8. Obtaining Referrals	1-2-3-4-5-6-7-8-9-10	_____
9. Cross Sell/ Up Sell	1-2-3-4-5-6-7-8-9-10	_____
10. Closing the Sale	1-2-3-4-5-6-7-8-9-10	_____

**Your Total Score:** \_\_\_\_\_%

BEST MONTH \$ \_\_\_\_\_

(-) Average \$ \_\_\_\_\_

(=) Total \$ \_\_\_\_\_

**(x) 12 Months (=)** \$ \_\_\_\_\_

**What have you left on the table?**

The quality of your life is in direct proportion to the amount of influence you have over yourself.  
~Tamara Bunte