

RATING YOUR MLM APTITUDE

On a scale of 1 to 10 with 1 being poor, 5 being average and 10 being perfect, rate yourself on the following:

1	I have specific, written goals	1	2	3	4	5	6	7	8	9	10
2	My ability to handle objections	1	2	3	4	5	6	7	8	9	10
3	Use of DVDs in my Approach Market	1	2	3	4	5	6	7	8	9	10
4	Use of audio CDs as a tool for training	1	2	3	4	5	6	7	8	9	10
5	Helping my downline sponsor others	1	2	3	4	5	6	7	8	9	10
6	Ability to run ads online and offline	1	2	3	4	5	6	7	8	9	10
7	I role play often with my downline	1	2	3	4	5	6	7	8	9	10
8	I listen carefully and clarify what I hear	1	2	3	4	5	6	7	8	9	10
9	My desire to be at the top rank of the company	1	2	3	4	5	6	7	8	9	10
10	I listen to self improvement CDs	1	2	3	4	5	6	7	8	9	10
11	Use of 3-way calling with up/downline	1	2	3	4	5	6	7	8	9	10
12	Organizational skills	1	2	3	4	5	6	7	8	9	10
13	I get referrals, opportunity/retail	1	2	3	4	5	6	7	8	9	10
14	I read my goals daily	1	2	3	4	5	6	7	8	9	10
15	Working my "warm" market	1	2	3	4	5	6	7	8	9	10
16	Communication with my downline	1	2	3	4	5	6	7	8	9	10
17	My follow up	1	2	3	4	5	6	7	8	9	10
18	My self improvement library	1	2	3	4	5	6	7	8	9	10
19	I use questions often to learn about a prospect	1	2	3	4	5	6	7	8	9	10
20	Success at long distance sponsoring	1	2	3	4	5	6	7	8	9	10
21	Understanding of company products	1	2	3	4	5	6	7	8	9	10
22	Attendance at local company events	1	2	3	4	5	6	7	8	9	10
23	My dress/appearance	1	2	3	4	5	6	7	8	9	10
24	I pick up prospects and take them to meetings	1	2	3	4	5	6	7	8	9	10
25	My ability to teach and train	1	2	3	4	5	6	7	8	9	10
26	Understanding of company marketing plan	1	2	3	4	5	6	7	8	9	10
27	My ability to convey benefits	1	2	3	4	5	6	7	8	9	10
28	Use of 'massive action' (DLC document)	1	2	3	4	5	6	7	8	9	10
29	I have home meetings regularly	1	2	3	4	5	6	7	8	9	10
30	My accounting habits	1	2	3	4	5	6	7	8	9	10
31	I care about people	1	2	3	4	5	6	7	8	9	10
32	Ability to use 3 rd person validation	1	2	3	4	5	6	7	8	9	10
33	Use of downline end-of-month rank promotion	1	2	3	4	5	6	7	8	9	10
34	Use of training materials	1	2	3	4	5	6	7	8	9	10
35	Attendance at company trainings	1	2	3	4	5	6	7	8	9	10
36	Attendance at national convention	1	2	3	4	5	6	7	8	9	10
37	Use of 4 Ste[System tools	1	2	3	4	5	6	7	8	9	10
38	I use the Back Office effectively	1	2	3	4	5	6	7	8	9	10
39	I use humor/ I am fun to be with	1	2	3	4	5	6	7	8	9	10
40	Use of conference calls	1	2	3	4	5	6	7	8	9	10
41	Use of upline	1	2	3	4	5	6	7	8	9	10
42	I have all my dreams in a dream book or on a board	1	2	3	4	5	6	7	8	9	10
43	Use of company tools	1	2	3	4	5	6	7	8	9	10
44	My honesty in answering these questions	1	2	3	4	5	6	7	8	9	10
45	My level of MLM professionalism	1	2	3	4	5	6	7	8	9	10

TOTAL SCORE: _____

Scoring:	360+	You Will Achieve Your Dreams
	255-359	Need More Personal Development (What was your score on Item 42?)
	0-254	Re-evaluate Why You Got Into This Business