

# Your Sales Success Checklist

Put a check in the box that best describes you.  
Be tough on yourself...and tell the truth!

**True**

**I Wish**

**Does this Describe You?**

I only pursue prospects who have a high probability for a successful sale

My sales funnel consists of highly qualified, high-return prospects

My cost for new business development is decreasing, and my profit margins are increasing

My accuracy is 100% for 30-day sales forecasts

I achieve a high return for time, effort and resources invested in prospects

I'm never used by clients simply to gain knowledge which they use to buy elsewhere

I only submit proposals/value propositions to qualified prospects...not suspects or unqualified prospects

I always meet or exceed my forecasted sales revenue

It's rare that I lose control of the sales process or lose a sale

I enjoy the sales profession: It's challenging and fun

If you checked more "Wishes" than "Truths" then Ultimate Selling can help you increase your sales, earn more money, and build your work enjoyment.



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