

Date: \_\_\_\_\_

**1 On a scale of 1 to 3, how well do you do the following:**

	<b>1</b>	<b>2</b>	<b>3</b>
Managing time. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Prospecting for sellers and buyers. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Touching past clients and centers of influence. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pre-qualifying. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lead follow-up. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Listing presentation. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing property. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Handling objections. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Closing and negotiating. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Working with buyers. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tracking your numbers. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business planning. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Practicing scripts and developing skills. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customer service. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mind set. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Money management and profitability. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiating with other agents for my clients. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Managing my clients. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Working every day with intention. _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Total score:**

**2 Of these basic skills, which are all integral to succeeding in Real Estate which ones do I need to work on the most?**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_