

# Top Achiever\* Self-Assessment

**Directions:** Read the set of descriptors for each 'Top Ten' characteristic and place an 'x' on the continuum where you believe you fall. Be honest with yourself and go with the placement that first comes to mind. There is no benefit to over-estimating your real place on the continuum.

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| Low self-esteem; believe outperformed by most others | <b>Self-Confidence &amp; Self-Esteem</b> | Very strong self-concept; Believe you can outperform everyone else |
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| Skeptical, have doubts about most things & focus on what you don't want | <b>Thinking In a Positive Concept</b> | Know exactly what you want to achieve & think about the income in a positive context |
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| Always make excuses for things that didn't happen | <b>100% Responsibility for Their Results</b> | Never play the blame game & always take full responsibility for results |
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| Intend to work hard, but there's always a reason or excuse as to why not | <b>Work Ethic</b> | Works harder than all others; Stays focused and on task, doesn't waste time |
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| Live in a comfort zone and don't like to go out of it | <b>Above Average Ambition</b> | Burning desire to win, to be successful, and to be the best |
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| See the current sale for what it is, closing a sale and not opening a relationship | <b>High Levels of Empathy</b> | Genuine care for the customer & aim for long-term relationships |
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| Might or might not have a target in mind, no idea how many contacts they need | <b>Intensely Goal-Oriented</b> | Know exactly what they want to achieve, need to do & what actions to take |
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| Don't believe they sell the best products and use that as an excuse | <b>Belief In Their Products</b> | Believe strongly in themselves, their products and the company/brand |
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| Not aware of techniques and don't believe in using them | <b>Mental Rehearsal Techniques</b> | Well educated and well versed on techniques and use them to great effect |
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| Satisfied with knowledge and performance, little or no desire for new knowledge/skill | <b>Personal Development</b> | Continuously developing themselves every way possible even on own time |
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**Post Assessment Evaluation:** Review your results and make note of the top 2-3 characteristics and the lowest 2-3 characteristics. Develop strategies for leveraging your top strengths to increase your effectiveness. Select one or two of the lowest characteristics and add a development goal to your Development Plan to strengthen the lowest characteristics selected.

\*Source: Top Achiever Self-Assessment is based on "Top Ten Characteristics of Top Achievers" from *Close More Deals* by Jeff Smith