

Evaluate Your Use Of Metrics From 1 to 10	1	2	3	4	5	6	7	8	9	10
Why did you give yourself this rating?										
What areas do you excel in using metrics and what areas do you need to work on?										
What benefits do you hope to see by improving your use of metrics?										
Write a specific action step you will take daily to grow in your use of metrics										
Checklist for the daily practice of using metrics	M	T	W	T	F	S	S			

Sales Associate Name: _____ Completion Date _____

Manager's signature: _____