

REINFORCING THE SALE

Evaluate Your Ability To Reinforce The Sale 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 when reinforcing the sale and what areas do you need to work on?										
What benefits do you hope to see by improving your ability to reinforce the sale?										
Write a specific action step you will take daily to grow in your ability to reinforce the sale										
Checklist for the daily practice of reinforcing the sale	M	T	W	T	F	S	S			

Sales Associate Name: _____ Completion Date _____

Manager's signature: _____