

YOUR SUCCESS SCORECARD

A SIMPLE WEEKLY SCORECARD TO MEASURE YOUR SUCCESS AS A HIGH-INTEGRITY SALESPERSON

Metric	Reflection Questions
Revenue & Pipeline	Did I prospect consistently? Did I move deals forward confidently?
Customer Impact	How did I help my customers achieve outcomes this week?
Integrity Decisions	Was I honest every time? Did I refuse shortcuts that hurt trust?
Relationship Strength	Who did I connect with more deeply? Who did I serve freely?
Personal Growth	What did I learn this week that makes me better for next week?

A quick Friday review will keep you grounded in what really matters

THE SALES  HUNTER

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