



Sales Team Productivity Test

INSTRUCTIONS: Check the “Yes” box if the following statements are true for your sales organization at the present time. Do not check the “Yes” box if it does not apply or is not true for your organization at the present time.

YES

- 1. Some of my sales people tend to spend too much time in the office planning and preparing and not enough time prospecting.
- 2. Some of my sales people regularly fail to utilize their contacts in the community for referrals and prospects.
- 3. Some of my sales people fail to contact important market segments such as upper middle class and professional people.
- 4. Some of my sales people tend to become distressed when they have to use the telephone as a prospecting tool.
- 5. Some of my sales people tend to make more excuses than sales.
- 6. Some of my sales people don't really apply themselves when it comes to prospecting.
- 7. Some of my sales people seem to be irrevocably stuck at a certain level of sales activity and results.
- 8. Some of my sales people do not generate enough consistent sales activity – despite additional expenses like interpersonal skills training, “target” marketing programs, and excellent new products or services to sell.
- 9. Some of my sales people wouldn't have as much trouble generating enough sales activity if they weren't involved in so many other activities which compete for their time and attention.
- 10. Some of my sales people seem to prefer spending more time listening to “motivational” CD/DVDs, reading “inspirational” books, and talking about success than they do prospecting.

Total number of checks in “YES” boxes: _____

Call 770.565.8727 to determine your team's selling toxicity level.