

Sales Mastery Assessment: Are You Stuck in a Sales Rut?

If you're not signing enough new high-end clients take the assessment and find out if you're confidence and mastery around sales has you stuck in a sales rut.

Answer each of the statements with either a Yes or a No. Keep track of your Yes answers only and give each Yes 1 point.	YES	NO
When you meet an ideal prospect you're afraid to come across as money-hungry so you don't always take advantage of opportunities to market yourself and what you do.		
The thing you fear most is hearing "no" from a prospect you've invited to work with you.		
There's nothing worse than a pushy salesperson and you avoid doing anything that might make you look like one of those!		
Sometimes you're a bit fearful that your clients might not get the results you promise.		
You don't feel sure of yourself during the sales process and wonder if you're doing it right.		
It's not easy for you to make outbound sales calls to prospects and this brings up a lot of anxiety.		
During sales conversations you find it difficult to pinpoint and phrase the exact questions to ask to uncover a prospects needs and artfully lead them to a Yes.		
Even if you identify a need that you can solve and make an offer, you don't get enough "yesses" from prospects.		
You get nervous when it's time to talk about how you can help a client; you're uncomfortable, feel pushy and fear you might not get the client.		
You dread hearing objections from prospects and feel defeated the moment you do.		
You wish you could hire someone to do the "selling part" of your business for you.		
When it comes to asking for the money your stomach does flip flops as your discomfort rises.		
Part of you worries that your prospect won't think your programs and services are worth the fee you charge for them.		
At times you've skipped over making an offer to a prospect when you could've because you felt too much anxiety and discomfort.		
Sometimes you lower your fee at the last minute because you don't feel confident asking for the full amount.		

Score: What's your total? _____

Interpret Your Results:

If you came up with 2 or fewer yeses you book a lot of strategy sessions and get clients regularly. Congratulations! You're not in a sales rut. You're pretty confident and good at selling yourself. You've had a lot of practice with strategy sessions and it's paying off!

If you came up with 3 - 8 yeses you have studied sales and been given a sales script but aren't completely comfortable using it. You may even try to "wing it" a lot. The sales rut is likely to show up as "roller coaster income." This problem stems from not getting enough strategy sessions which means you need to bolster your confidence when it comes to selling yourself and your programs and services or your income isn't going to stabilize or grow.

If you had 9 or more yeses you're definitely in a sales rut and it's showing up in your finances as a source of major stress. You need to get to the root of your fear and deal with it so that it stops sabotaging you from bringing on new clients and making more money. You're most likely feeling burnt out and losing hope from struggling for so long. You must address this immediately so that you don't start thinking about going back to the 9-5 grind.

If You're Not Happy With Your Score Here's Your Next step...

You can get out of your sales and money rut. I've done it and now I use my process to help others. It takes unearthing exactly what's holding you back, eliminating the fears and getting clear on the strategic next steps that will open the flood gates of clients and cash.

Contact me for a complimentary **Sales & Money-Block Breakthrough Assessment Session** and let's shine the light of clarity on exactly what needs to change so that you can stop stressing and attract more clients and make way more money from now on.

Get the application for your **Sales & Money Block Breakthrough Assessment Session** and let's talk about how I can help you overcome these obstacles for good.

I can't wait to speak to you to unlock your full potential as an entrepreneur.

Best,
Angela Artemis