

Dr. Troy Clark's

10 Point Agent Inspection ©

Sample

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10-POINT AGENT INSPECTION ©

1. To increase your weekly sales, are you focused on bettering your own skill in selling, more than wishing for “better leads” ?
 YES NO
2. Is the customer in agreement with you on *every page* of the Sales Script before you, the agent, proceed to the next page in the Sales Script?
 YES NO
3. Are you willing to change your work habits in any area of your selling technique through self adjustment to see the results you desire in making daily sales?
 YES NO

ETC.

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