


SALES LEADER MINDSET SCORECARD

Mindsets	1	2	3	4	5	6	7	8	9	10	11	12	Where I am	Where I want to be
1 Achievement Drive	You believe winning is staying employed. Head down, do the job, get a check. Your motto: "Win some, lose some - and I'm okay with that."			You like the thought of winning but you feel like it is all you can do to keep your head above water. Your circumstances limit you.			You are proud of your accomplishments and secure in the work you do. You are satisfied with your track record.			You are a winner; you must win. You will constantly push yourself to the next victory.				
2 Passion for Coaching and Development	You don't believe that coaching has any impact. Your role is to make sure the overall business runs smoothly.			You would like to coach, but you are exhausted just doing your job. You lack the confidence that you could make a difference.			Your brand of coaching is relational and supportive. You hire good people and you set them up for success.			Your greatest joy is in seeing others succeed because of your investment in them. You push people hard - in their best interest.				
3 Passionate About Sales / Sales Theory	Selling is mysterious, unknowable, and somewhat icky. People buy or they don't. Everything else is just smoke and mirrors.			You believe there is more to be learned, but you have neither the time nor the mental bandwidth to learn it. It is cryptic to you.			You know what you need to know - and that is a great deal. But you don't need a PhD to do your job. You are respected for your knowledge.			You are intensely interested in dissecting the sale and evaluating the guts. Sales theory is intensely fascinating, and you know it well.				
4 Intellectual Curiosity	You know what you need to know, and your brain feels full. You do not need the extra burden of learning more stuff.			You enjoyed school and you used to like to learn. The learning curve these days has flattened. You are not sure how to boost the curve.			You are recognized as being intelligent and authoritative. You read here and there and learn on the fly.			You embrace new learning, you ask questions, and you read voraciously. You find joy and new energy in intellectual stimulation.				
5 Well-Rounded	Work takes up all your time and energy. When you're not working, your recovering...so that you can work more.			You love the concept of balance, but you find it unattainable. There is always a course, a class or a hobby that you don't have time for.			You love your work, and though it dominates your life you have enough other interests to keep things mentally healthy.			You live a holistic life. Your work is critically important, but no more so than your relationships, your service, and your other interests.				
6 Likable	You have your friends and that's all you need. Work is work. There is a job to be done, and sometimes you have to be, well, mean.			Your environment does not lend itself to being likable. You often tell yourself to be nicer, but the stress of the job says otherwise.			You care more about being respected than being liked. If you can get both, great. You are likable, but it's not everything to you.			You place a high premium on building a positive environment. You know that being likable makes you a better influencer.				
7 Empathetic	You are a task-driven manager, not a counselor and not a babysitter. You get the job done, and you have little time for drama.			You desire to be more empathetic but you work with people who are not. You don't believe your efforts would be well-received.			You are above average in your empathy skills, but you don't want to get too close. You can feel deeply without feeling TOO deeply.			You see the value of connecting with the feelings of others. You care deeply and you take the time to show it.				
8 Mentally Flexible / Resilient	You are resentful that your days are filled with putting out fires and solving the problems of others. You carry your anger home with you.			You feel badly that you let your work get to you, and you resent that your stress affects both your work and your relationships.			You have learned to manage the frustrations of the job, but you still find it difficult to move beyond the daily dramas.			You except that your job is mentally taxing and you embrace the challenge. You know how to move on quickly past the stress.				
														

ENERGY IS A VALUABLE LEADERSHIP RESOURCE



PROTECTING YOUR ENERGY IS A CRUCIAL LEADERSHIP STRATEGY

As a leader, you are a critical energy source for your team. Your energy feeds their energy. Guard your energy as you would any valuable possession.

- Realize what **activities** and **experiences** energize you, and include them in your schedule.
- Spend time with **people** who energize you.
- Schedule activities that will energize you by **improving** your professional skills and your professional mind.
 - Books, Tapes, Videos.
 - Conferences.
 - Spending time learning from peers and other leaders.
- Prioritize and plan your **personal time** well in advance so that it doesn't slip away
 - Planned leisure activities
 - Planned vacations
- Have a plan for maintaining health.
- Have a plan for maintaining fitness. (Fitness is not the same as health.)
- Energizing others will energize you as well so create a plan for energizing others daily.

Use the worksheet on the following page to prioritize and plan strategic rejuvenation for yourself.

THE STRATEGIC REJUVENATOR™

Energy must be managed proactively, not reactively. Knowing that you have a proactive strategy for rejuvenation is energizing and empowering in itself. The act of writing down your goals increases the likelihood of following through to completion.

ENERGIZING ACTIVITIES	WHAT IT LOOKS LIKE FOR ME	HOW IT MAKES ME FEEL
Time with Family		
Time with Friends		
Personal Time		
Health / Fitness		
Emotional / Spiritual		
Feeding Your Brain		
Building New Skills		

Choose three energizing activities to prioritize in your life during the next 90 days:

1. _____
2. _____
3. _____