



Common Problems Most Networkers Experience

Do you have problems with...

In Control

Need Help

- | | | |
|--|-------|-------|
| 1. I get too many “think it overs” after my prospects see my presentation | _____ | _____ |
| 2. Prospects tell me they have no money to start a business | _____ | _____ |
| 3. I don’t have clear goals and I know I should set them | _____ | _____ |
| 4. Sometimes I’m scared to pick up the phone | _____ | _____ |
| 5. My personal presentation is incongruent with my co’s presentation | _____ | _____ |
| 6. I don’t know how to leave a voice-mail message that gets returned | _____ | _____ |
| 7. I’m not a good listener...I tend to talk over my prospects | _____ | _____ |
| 8. I can’t explain to a prospect in 45 seconds (my infomercial) what I do | _____ | _____ |
| 9. Working “aged” leads is tough for me | _____ | _____ |
| 10. I don’t know how to do due diligence on an opportunity | _____ | _____ |
| 11. My downline seems to be quitting faster than I can put them in | _____ | _____ |
| 12. Positioning an old company against a new one or vice versa | _____ | _____ |
| 13. I don’t know how to call my “chicken list” | _____ | _____ |
| 14. I’m introverted - I feel like I’m at a disadvantage in this industry | _____ | _____ |
| 15. My personal motivation goes up and down | _____ | _____ |
| 16. I don’t have a system for personal accountability | _____ | _____ |
| 17. I tend to “show up and throw up” on my prospects | _____ | _____ |
| 18. Prospects don’t seem to bond (like) me | _____ | _____ |
| 19. Developing rapport with prospects is difficult | _____ | _____ |
| 20. I don’t know how to open my calls | _____ | _____ |
| 21. It’s time for me to take a leadership role and I don’t know what to do | _____ | _____ |
| 22. I take rejection personally | _____ | _____ |

Name: _____ Email: _____ Phone: _____

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