

SALES.

Top Sales.

There are four factors critical to sales success: information, intelligence, skill, and attitude.

What percentage of each quality do top producers possess?

Example:

46% Attitude 23% Skill 16% Intelligence 16% Information

Now you guess...

___% Attitude? ___% Skill? ___% Intelligence? ___% Information?

EIGHT KEYS TO HELP YOU HONE THE MOST IMPORTANT CRITICAL FACTOR

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____
- 8. _____

“Real estate is at the core of almost every business, and it’s certainly at the core of most people’s wealth. In order to build your wealth and improve your business smarts, you need to KNOW about real estate.” Donald Trump

