

# Skills Self-Assessment

	<b>RATE YOURSELF</b> 1 = Have this one down pat! 2 = Understand the concept, but need to apply it more consistently. 3 = Need more knowledge and practice.	Me
1	<b>Belief</b> <ul style="list-style-type: none"> <li>I believe in myself. I surround myself with positive people and read/listen to reinforcement material that will continue to build my belief in myself.</li> </ul>	
	<ul style="list-style-type: none"> <li>I believe in others. I expect people to succeed. I do not pre-judge and stay excited about the opportunity to help others grow and develop.</li> </ul>	
	<ul style="list-style-type: none"> <li>I believe in my company and profession. I believe in The Pampered Chef® mission, products and business opportunity.</li> </ul>	
2	<b>Prospecting</b> <ul style="list-style-type: none"> <li>I easily generate new leads while out and about.</li> </ul>	
	<ul style="list-style-type: none"> <li>The focus of my customer care contacts is to generate new business; I always ask them to join my team, host a Show, or for referrals.</li> </ul>	
	<ul style="list-style-type: none"> <li>I consistently make 3 contacts a day focused on generating new business.</li> </ul>	
3	<b>Host Coaching</b> <ul style="list-style-type: none"> <li>I help the host create a large guest list and request that she send the list to me within 48 hours of booking the Show.</li> </ul>	
	<ul style="list-style-type: none"> <li>I encourage the host to PERSONALLY invite guests to come to the Show, making notes of their responses on the guest list.</li> </ul>	
	<ul style="list-style-type: none"> <li>I take control of my calendar! I cancel/reschedule a Show when I am not hearing from the host and re-book that date.</li> </ul>	
	<ul style="list-style-type: none"> <li>I do a reminder call to all guests (either personally or through Phonevite) a day or two before the Show.</li> </ul>	
4	<b>Inform</b> <ul style="list-style-type: none"> <li>Beginning: I open the Show with time to connect with my guests and help them feel personally connected to me.</li> </ul>	
	<ul style="list-style-type: none"> <li>Middle: I plant at least 8 to 10 booking and recruiting seeds throughout my presentation including a heart-tug moment.</li> </ul>	
	<ul style="list-style-type: none"> <li>End: I close the Show with an opportunity to reward the guests for asking me about my business (e.g. Ticket Activity, Drawing Slip).</li> </ul>	
5	<b>Invite</b> <ul style="list-style-type: none"> <li>I do a full-service checkout with every guest and invite everyone to schedule a Cooking Show and take home information about the business opportunity.</li> </ul>	
	<ul style="list-style-type: none"> <li>I feel confident scheduling a follow up appointment (within 24 to 48 hours) with anyone who agrees to take home information on the business opportunity.</li> </ul>	
	<ul style="list-style-type: none"> <li>My priority at the full-service checkout is to make a genuine connection with each guest and create future business!</li> </ul>	
6	<b>Interview / New Consultant Strong Start</b> <ul style="list-style-type: none"> <li>I talk about two ways to earn and help generate recruit leads at the interview.</li> </ul>	
	<ul style="list-style-type: none"> <li>I offer a simple, duplicatable interview that a new Consultant can learn and do.</li> </ul>	
	<ul style="list-style-type: none"> <li>I attend the Grand Opening Show to help generate booking and recruit leads.</li> </ul>	
	<ul style="list-style-type: none"> <li>I partner with new Consultants by calling them after their Shows and offering to call their leads together.</li> </ul>	