



HEAT Selling Skills Assessment

Do you have what it takes to be in sales? Let's see!

On a scale of 1 to 5, with 1 being poor and 5 being excellent, where would you rank your selling skills?

1 **2** **3** **4** **5**

Master Sellers have HEAT. Write the word each letter represents.

H _____

E _____

A _____

T _____

Sum _____ /4 =

Assessment

Review you score. Most sellers are in the middle, between 2.5 and 7.5. See the possibility of becoming successful in sales with your existing skill set. You already have what it takes.

Be Yourself, Add Value, Make Sales

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