



Your Saboteur Self-Assessment: How Are the Saboteurs Affecting Your Inner Game?

Please circle the number that best identifies your experience with the following statements.

	Not				
	Never	often	Sometimes	Often	Always
1. I like being in a sales role	1	2	3	4	5
2. My self-talk about new business development is positive	1	2	3	4	5
3. I embrace rejection in new business development	1	2	3	4	5
4. Opportunities with new business development excite me	1	2	3	4	5
5. I see abundance everywhere	1	2	3	4	5
6. I always move forward when I need to	1	2	3	4	5
7. I bounce back easily when challenged	1	2	3	4	5
8. I feel good about myself	1	2	3	4	5
9. I enjoy my relationship with money	1	2	3	4	5
10. I always ask for the true value of my services	1	2	3	4	5
11. I enjoy networking	1	2	3	4	5
12. I think that people will give me a referral	1	2	3	4	5
13. I refer other people	1	2	3	4	5
14. I believe that networking works	1	2	3	4	5
15. I am comfortable walking into a room full of people	1	2	3	4	5
16. I like meeting new people	1	2	3	4	5
17. I like small talk	1	2	3	4	5
18. I know what to do if I give a bad referral	1	2	3	4	5
19. I know what to do if I receive a bad referral	1	2	3	4	5
20. I am adequately organized to follow up	1	2	3	4	5
21. I work with my ideal client	1	2	3	4	5
22. I have the personality for networking	1	2	3	4	5

Your Score: A Quick Word

The statements above represent 22 activities or attitudes that are fundamental to creating revenue, specifically by referrals. If you answered 1 “never,” 2 “not often” or 3 “sometimes” it is possible that you will have challenges with implementing actions that are tied to that principle. For example, if you answered “sometimes” to the statement, “I like being in a sales role,” you could be open to the “I Hate Sales” Sales Saboteur since you have not entirely embraced the new business development or sales role in your business. If you responded with 4, “often,” or 5, “always,” to the same statement, it is likely that you have embraced the sales role in your business.

The Saboteur Self-Assessment Tool is designed to provide you with a yardstick for evaluating the extent to which you are able to manage your negative thoughts regarding new business development. There is no high or low mark, no winners or losers. There is just you, and feedback on any thoughts about new business development that may or may not serve you.