

ABOUT THIS COURSE



As you grow within your role as a Sales Consultant, it's important to contemplate your performance. Take some time to consider your strengths, weaknesses and the actions you can take to improve.

This course provides an opportunity to pause and reflect on your progress, how you're structuring your time and what you can do to continue to develop in your role.

To get started, click any tab at the top, read the text and click the images or links within. Some links launch videos or take you to another website.

Click any of the tabs to begin your exploration.

CHECK YOURSELF

Take a moment to review the plans you made for your daily routine. Go back to your Structure My Time and Own My Development workbooks to see what you wrote.

In Structure My Time:

- What plans did you make for your daily improvement?
- What activities did you identify to help create a daily routine?
- What did your day look like then, and what does it look like now?

In Own My Development:

- What did you note in the Best Practices section?
- Are you applying those practices daily?
- How many goals have you achieved?



SELLING SKILLS: HOW AM I DOING

CHECK YOURSELF

GAME PLAN

SELL STRENGTH

OWN YOUR ROLE

REFINE IT

REFINE IT



Top performers arrive at the dealership every day with specific goals in mind. They spend the rest of their time working toward those goals and tracking their progress. Each day presents its own challenges, and

consultants have to be ready to adjust while still keeping their eyes on the prize.

Now, it's your turn. Click **DOWNLOAD WORKBOOK** to access your workbook and start refining your plan. Ask yourself, "How am I doing?" Then find ways to do more.

DOWNLOAD WORKBOOK





HOW AM I DOING?

WORKBOOK

INTRODUCTION AND INSTRUCTIONS

In the Structure My Time course, you began to develop a daily routine to help you grow in your new role. Now is the time to pause and check your progress.

It's time to expand on your routine to reach toward long-term success.


With this workbook, you can apply what you have learned in this course and expand your daily routine. Through these exercises, you can check the things you do well and where you need to focus your improvement. Use this to help develop your skills and set realistic long-term goals to improve your sales. Build a solid daily routine and go for your goals.

When you're ready to take ownership of your development, begin the exercises. Print this workbook, or complete it from your device.


TABLE OF CONTENTS	TIME TO BUDGET
SECTION 1: A VALUABLE PROPOSITION	10 minutes
SECTION 2: STRENGTHS AND WEAKNESSES	10 minutes
SECTION 3: YOUR DAILY GAME PLAN	15 minutes
SECTION 4: GO FOR THE GOALS	20–30 minutes

STRENGTHS AND WEAKNESSES

Having a clear, realistic understanding of where your skills are strong and where they can be improved is imperative to improving. The skills identified in the article "[10 Car Salesman Skills for Career Success](#)" are listed below. If you haven't read the article yet, do so now.

 **Take Action:** After reading the article, rate your level of expertise for each skill. Remember, be honest and fair.

	Novice	Beginner	Skilled	Expert
Adaptability				
Attitude				
Product Knowledge				
Accessibility				
Consistency				
Listening				
Observant				
Organized				
Personable				
Self-confident				

 What other unique skills do you possess that can help you succeed as a Sales Consultant?