



Supercharge Your Goals and Sales Success

Presentation by:

Bob Arzt, CLU, ChFC, LLIF

InsuranceCoachU

THE TEN BARRIERS OF SALES SUCCESS AND PROSPERITY

1. Inadequate feelings of self-worth.
2. Low expectations.
3. Lack of purpose or specific goals.
4. Lack of effective Practice Management Skills and/or processes.
5. Unwillingness to purge out old destructive thinking patterns.
6. Not knowing how to activate your Goal-Seeking Mechanism.
7. Destructive support systems.
8. Fear to face the risks of change.
9. Poverty consciousness.
10. Perfectionist or controlling nature.

Notes

Four Traits of Highly Successful People

1. Strong goal clarity
2. High achievement drive
3. Healthy emotional intelligence
4. Excellent social skills

Goal Clarity is having clear, specific, written-down statement of what you want to have, gain or possess.

Achievement Drive is energy that's released from within you when you have clear goals that you believe to be possible for you to achieve, and that you feel worthy to enjoy.

Emotional Intelligence is the ability to understand the emotions you feel, and identify their impact on your actions and behaviors. It's also your ability to control your emotional influences on your behaviors.

Social Skills are your ability to communicate with different styles of people, to listen and hear the unspoken.

Four Traits of Highly Successful People Self-Assessment

Goal Clarity Self-Assessment

1. I write down clear personal and work-related goals that guide my achievement.
1 2 3 4 5 6 7 8 9 10
2. I write down specific measurements and strategies to help me reach goals.
1 2 3 4 5 6 7 8 9 10
3. I use positive thoughts and images to expand my beliefs about my ability to attain high goals.
1 2 3 4 5 6 7 8 9 10
4. I internally believe my goals to be within my possibilities.
1 2 3 4 5 6 7 8 9 10
5. When I set goals, I mentally focus on the end-result benefits rather than on the difficulties of achieving them.
1 2 3 4 5 6 7 8 9 10

Total _____

Achievement Drive Self-Assessment

1. People refer to me as being “highly motivated.”
1 2 3 4 5 6 7 8 9 10
2. I have a very high amount of inner drive to achieve success.
1 2 3 4 5 6 7 8 9 10
3. I am constantly reading self-help books and listening to high achievers.
1 2 3 4 5 6 7 8 9 10
4. I’m always looking for new ways and ideas to reach higher goals.
1 2 3 4 5 6 7 8 9 10
5. I often fantasize about the rewards that reaching my goals will bring me.
1 2 3 4 5 6 7 8 9 10

Total _____

Four Traits of Highly Successful People Self-Assessment

Emotional Intelligence Self-Assessment

1. I'm able to maintain an even emotional tone when others are "losing their cool."
1 2 3 4 5 6 7 8 9 10
2. My self-esteem is strong enough that I don't lash out at people who criticize or oppose me.
1 2 3 4 5 6 7 8 9 10
3. I am able to delay gratification and to wait for the right moment to enjoy rewards.
1 2 3 4 5 6 7 8 9 10
4. I am able to monitor my emotions and to clearly understand their impact on my behaviors.
1 2 3 4 5 6 7 8 9 10
5. When I take responsibility for a task or commitment, I see it through no matter how difficult it is.
1 2 3 4 5 6 7 8 9 10

Total _____

Social Skills Self-Assessment

1. I can internally pick up and understand unspoken meanings from people.
1 2 3 4 5 6 7 8 9 10
2. I take time to understand people's ideas and concerns before responding to them.
1 2 3 4 5 6 7 8 9 10
3. I am able to read body language and pick up on unspoken gestures.
1 2 3 4 5 6 7 8 9 10
4. I always allow a person's unique behavior to determine how I communicate with them.
1 2 3 4 5 6 7 8 9 10
5. I can intuitively get people talking about things that interest them.
1 2 3 4 5 6 7 8 9 10

Total _____

Four Traits of Highly Successful People Self-Assessment

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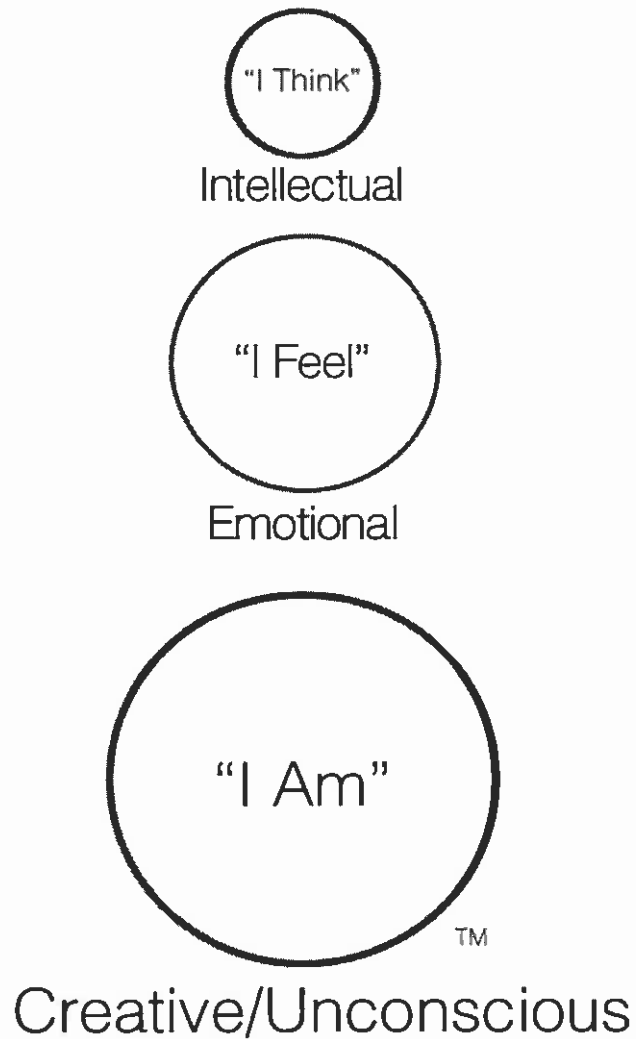
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	Low				Med.					High
Goal Clarity	5	10	15	20	25	30	35	40	45	50
Achievement Drive	5	10	15	20	25	30	35	40	45	50
Emotional Intelligence	5	10	15	20	25	30	35	40	45	50
Social Skills	5	10	15	20	25	30	35	40	45	50

The Three Dimensions of Human Behavior



Reviewing Your Four Traits Self-Assessment

Please go back and look at your Four Traits Self-Assessment. Please write down your answers to the following statements.

1. Actions or behaviors I rated myself highest in.

a. _____

b. _____

2. Actions or behaviors I want to improve.

a. _____

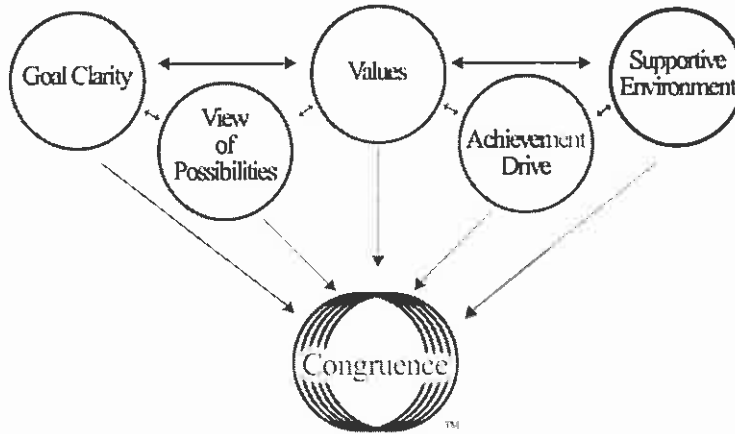
b. _____

3. What actions or behaviors did you notice between high and low performers?

a. _____

b. _____

GOAL-ACHIEVEMENT CONGRUENCE WORKSHEET



Understanding the definition below, please circle the number that represents your evaluation of the person in the following five dimensions.

1. **Goal Clarity**—Having clear, specific written statements of what you want to have, gain, possess or become.
2. **View of Possibilities**—Unconsciously feeling worthy of reaching your written goals and believing them to be possible for you to achieve.
3. **Values**—Possessing a high degree of internal sincerity, conscientiousness and honesty that drives your behavior.
4. **Achievement Drive**—Having an unusually strong desire that releases new levels of energy and motivates you to take action to achieve your written goals.
5. **Supportive Environment**—Being surrounded by positive, supportive people, places and things from whom you receive encouragement and reinforcement.

	Low				Medium					High
Goal Clarity	1	2	3	4	5	6	7	8	9	10
View of Possibilities	1	2	3	4	5	6	7	8	9	10
Values	1	2	3	4	5	6	7	8	9	10
Achievement Drive	1	2	3	4	5	6	7	8	9	10
Supportive Environment	1	2	3	4	5	6	7	8	9	10

