

## Sales and Services IQ

<i>I consider myself:</i>		low				high
1.	Outgoing	1	2	3	4	5
2.	Honest	1	2	3	4	5
3.	Persistent	1	2	3	4	5
4.	Focused	1	2	3	4	5
5.	Punctual	1	2	3	4	5
6.	Neat	1	2	3	4	5
7.	Confident	1	2	3	4	5
8.	Positive	1	2	3	4	5
9.	A good listener	1	2	3	4	5
10.	A problem solver	1	2	3	4	5
11.	A good learner	1	2	3	4	5
12.	Thorough	1	2	3	4	5
13.	Sensitive	1	2	3	4	5
14.	Enthusiastic	1	2	3	4	5
15.	A people person	1	2	3	4	5
16.	Prompt at follow up	1	2	3	4	5
17.	Thoughtful	1	2	3	4	5
18.	A good communicator	1	2	3	4	5
19.	Courteous	1	2	3	4	5
20.	Considerate	1	2	3	4	5

**Scoring:**

- 80 – 100            You have a very strong sales/service personality
- 60 - 79             You're well suited to sales and service
- 40 – 59             You'll need to work on your sales and service
- Under 40:           Sales and service will be a challenge for you, but you can do it

***Now in the space below, write those traits (descriptions) that you think are primarily sales related and those that largely deal with service.***

**Sales**

**Service**