



What You Do Best Inventory

(This process was developed by Master Trainer David Shephard)

1. What part of your work do you most enjoy?
2. What aspect of your work gives you the greatest sense of accomplishment?
3. What aspect of your work are you best at?
4. What were you doing when you were having the most fun with your work?
5. What type of people are you most comfortable with?
6. How would you describe the values of those people?
7. What part of the business brings you the greatest sense of joy and accomplishment?
8. What prospecting approach has consistently been the most successful for you in the past?

