



# ***Sales Training Series, Inc.***

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## **The Sales Mastery Series for Sales Champions**

DVD 9: Goal Setting and Time Planning

### **Quiz**

1. If it's not in writing, it's not a goal. T F
2. In the financial area of goal setting, you need to determine what you want your net worth to be. T F
3. The human mind is a goal-seeking device. T F
4. What are Tom's 12 Words that Make a Difference in time planning?
5. Short term goals are no longer than \_\_\_\_\_ days.
6. Planning your time creates discipline. T F
7. Every night, write down the 12 most important things you must do the next day. T F

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