



Sales Training Series, Inc.

www.salestrainingseries.com

The Sales Mastery Series for Sales Champions

DVD 10: Defining Success and Making Your Dreams Come True

Quiz

1. The definition of success is: The continuous journey toward the achievement of pre-determined, _____ goals.

2. To get out of a slump, Tom recommends that you G.O.Y.A. What do the letters stand for?

G _____ O _____ Y _____

A _____.

3. When you go from your comfort zone into your danger zone, most people either withdraw or become hostile. Highly successful people become _____.

4. Emotional handicaps hold you back from achieving your goals. T F

5. In order to get and keep enthusiasm for the business of selling, you must remain curious. T F

6. Capitalism is based on quantity, marketing and promotion. T F

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