



## Dreamer vs. Achiever Checklist

**Do you have what it takes to achieve the success you dream of?  
Compare the Achievers vs. Dreamers and score what most likely describes you:**

	<u><b>Achiever</b></u>	<u><b>Dreamer</b></u>
1. Hard Work	<input type="checkbox"/> Strong work ethic and never quit until the job is completed	<input type="checkbox"/> Would rather dream than “do”
2. Risk	<input type="checkbox"/> Reward comes from risk	<input type="checkbox"/> Avoids risk at all cost
3. Late Night	<input type="checkbox"/> Will burn the midnight oil if necessary	<input type="checkbox"/> Works 9 to 5
4. Struggles	<input type="checkbox"/> Significant time spent confronting brutal facts and overcoming challenges	<input type="checkbox"/> Would rather do something fun or pretend the problems don't exist
5. Failures	<input type="checkbox"/> Failures used as learning moments and stepping stones for success	<input type="checkbox"/> Failure is one of your greatest fears
6. Persistence	<input type="checkbox"/> Never, never quits	<input type="checkbox"/> Will stop after one or two attempts or “no's”
7. Action	<input type="checkbox"/> Task oriented gets things done	<input type="checkbox"/> Relationship oriented, wants to please
8. Discipline	<input type="checkbox"/> Understands the pain of discipline is better than the pain of regret	<input type="checkbox"/> Avoids discipline, seeks pain avoidance instead
9. Courage	<input type="checkbox"/> Faces and overcomes fear, will fight	<input type="checkbox"/> Timid - fearful takes flight
10. Doubts	<input type="checkbox"/> High self confidence, makes decisions easy	<input type="checkbox"/> Double minded hesitates, slow decision maker
11. Charger	<input type="checkbox"/> Embraces changes	<input type="checkbox"/> Avoids change
12. Criticism	<input type="checkbox"/> Takes criticism well	<input type="checkbox"/> Dislike criticism, become defensive
13. Disappointments	<input type="checkbox"/> Forgets the past, looks and moves ahead	<input type="checkbox"/> Dwells on and can't get past disappointments
14. Adversity	<input type="checkbox"/> Overcomes	<input type="checkbox"/> Can be overcome by adversity
15. Rejections	<input type="checkbox"/> Some will, some won't, so what, who's next	<input type="checkbox"/> Hates and avoids rejection
16. Sacrifices	<input type="checkbox"/> Willing to go without if necessary	<input type="checkbox"/> Wants a base or guaranteed income
<b>Total</b>	_____	_____

**Achiever Score:**

15-16 - High Probability you will realize your success Coaching increases likelihood and streamlines.  
13-14 - Coaching highly recommended.

**Dreamer Score:**

15-16 - Keep dreaming and don't quit your day job.

All other scores, please contact us at 877-735-7678 or go to [www.smartsalesolutions.com](http://www.smartsalesolutions.com).