



Sales Manager/Team Leader Recruit Skill Survey

Honestly Rate Yourself

5 = Always Agree

4 = Mostly Agree

3 = Sometimes Agree

2 = Seldom Agree

1 = Never Agree

		Score (1-5)
1.	What I offer makes a top sales agent want to work for me.	
2.	My recruiting confidence level is high and I routinely recruit sales agents who have produced above my level (or my top agent's level).	
3.	Recruiting for sales agents is one of my top priorities.	
4.	Part of my daily /weekly disciplines is to prospect key sales agents via the phone on a consistent basis.	
5.	I have a well defined recruit (sales) process that I follow faithfully.	
6.	I know my sales conversion ratios and typically close 50% or more of my recruit presentations on that day.	
7.	I have an annual recruit goal that is broken down from annual to daily goals and report and measure my progress.	
8.	I see the opportunities in the problem of my market and am leveraging that to my advantage planning to make this year profitable and abundant.	
9.	I am intentional about retaining my agents and regularly meet with and coach them to new levels.	
10.	Once I recruit an agent, they rarely leave and other brokers/managers seldom recruit my agents away from me.	
Rank _____		Total

Ranking	
Score	Rank
45 - 50	Master
39 - 44	Pro
29 - 38	Novice
15 - 28	Rookie
Below 14	Minor League