



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

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.