



**MARK EATON** Team Building Expert

# THE FOUR COMMITMENTS OF A WINNING SALES TEAM

NAME \_\_\_\_\_

DATE \_\_\_\_\_

## COMMITMENT #1 KNOW YOUR JOB

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### EXAMPLES OF CHARACTER TRAITS:

- Integrity
- Clarity
- Confidence
- Loyalty
- Determination
- Honesty
- Creativity
- Fairness
- Kindness
- Enthusiasm

- I believe my greatest character trait is \_\_\_\_\_
  - Person 1 told me my greatest character trait is \_\_\_\_\_
  - Person 2 told me my greatest character trait is \_\_\_\_\_
  - Person 3 told me my greatest character trait is \_\_\_\_\_
  - On a scale of 1–10, how well are you currently leveraging that trait? \_\_\_\_\_
  - How could you leverage it more? \_\_\_\_\_
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### EXAMPLES OF SKILLS:

- Planning
- Organizing
- Coaching
- Strategizing
- Instructing
- Trouble Shooting
- Motivating
- Creating
- Analyzing
- Leading

- I believe my greatest skill is \_\_\_\_\_
  - Person 1 told me my greatest skill is \_\_\_\_\_
  - Person 2 told me my greatest skill is \_\_\_\_\_
  - Person 3 told me my greatest skill is \_\_\_\_\_
  - On a scale of 1–10, how well are you currently leveraging that trait? \_\_\_\_\_
  - How could you leverage it more? \_\_\_\_\_
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## COMMITMENT #2 DO WHAT YOU'RE ASKED TO DO

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- What do people most want from you? \_\_\_\_\_
  - What do people most want from you? \_\_\_\_\_
  - When did you last ask? \_\_\_\_\_
  - On a scale of 1–10, how sure are you of their priorities? \_\_\_\_\_
  - On a scale of 1–10, how well do you execute their requests? \_\_\_\_\_
  - What will you do to get to a 10? \_\_\_\_\_
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## COMMITMENT #3 MAKE PEOPLE LOOK GOOD

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- On a scale of 1 to 10, how focused are you on making the people you work with look good? \_\_\_\_\_
  - What do you need to do to make it a 10? \_\_\_\_\_
  - On a scale of 1 to 10, how focused are you on making your customers look good? \_\_\_\_\_
  - What do you need to do to make it a 10? \_\_\_\_\_
  - What specific action steps will you implement this week? \_\_\_\_\_
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## COMMITMENT #4 PROTECT OTHERS

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- On a scale of 1–10 how well do you protect others? \_\_\_\_\_
  - What do you need to do to make it a 10? \_\_\_\_\_
  - What specific action steps will you implement this week? \_\_\_\_\_
  - Which three people will you let know you've got their back?  
\_\_\_\_\_  
\_\_\_\_\_
  - The most valuable insight I had today was \_\_\_\_\_
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