

# FOR PARTNERS ONLY

## HAS CONFIDENCE LED TO COMPLACENCY?

- |                                                                                                                                                                                 | YES                      | NO                       |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|
| 1. Do you feel you've reached a level where sales training is not necessary?                                                                                                    | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Are you tempted to skip business development meetings or training sessions, thinking they are beneath your skill level?                                                      | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Do you brush off advice from colleagues because you don't feel you need their help?                                                                                          | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Are you impatient with questions or suggestions regarding business development from others?                                                                                  | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Do you pay little attention to marketing and business development aids (such as training sessions, books, and articles) because you think they have nothing new to tell you? | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Do you record your business development efforts?                                                                                                                             | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. Are you hesitant to support the objectives of your firm such as target markets, developing new business from existing clients, etc?                                          | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. Do you feel you should be exempt from firm directives?                                                                                                                       | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. Does the amount of new business you generate stay about the same each year?                                                                                                  | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. Do you set annual business development goals?                                                                                                                               | <input type="checkbox"/> | <input type="checkbox"/> |