

PROFILING YOUR SALES PERSONALITY

FACTFINDING: CREATING DESIRE



Reflect back to determine how frequently you practice each of the following behaviors and check the box that corresponds to that behavior. When finished, add all your numbers together and use the scale at the bottom to determine what kind of relationship developer you are.

	ALMOST ALWAYS	OFTEN	SOMETIMES	SELDOM	ALMOST NEVER	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
©2006 HOOPIS PERFORMANCE NETWORK	TALLY TOTALS	5 POINTS EACH	4 POINTS EACH	3 POINTS EACH	2 POINTS EACH	1 POINT EACH
DO YOU CREATE DESIRE? (GRAND TOTAL)						

100-92=ON FIRE | 91-75=DEVELOPING | 74-46=SOMETIMES | 45-29=SURVIVING | 28-20=REPELLANT