

Creating Strategic Relationships Self-Test

If you answer NO to 1 or more of these questions, then The Training AdvantEdge has a workshop for you.		YES	NO
1.	Can you identify at least three steps you take to build and maintain relationships with prospective and established clients?		
2.	Do you spend more time listening and asking questions rather than talking?		
3.	Do you have a follow-up plan in place for every prospect and client contact?		
4.	Do you try to make every sale a team effort between you and your client?		
5.	Do you follow up, even if you didn't get the sale?		