

# Learning Into Doing Checklist

**The Concept** – what I want to make into a good sales habit:

**What piece(s) I already DO consistently:**

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

**What I know how to DO but don't do consistently:**

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

**What skill(s) needs to be added to my repertoire:**

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

The **Next Step** I commit to:

**UP YOUR  
TELESALES**

# Learning Into Doing Checklist

## NEXT STEP Resources

I've committed myself to:

Who do I know that is good at my commitment:

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

When I google my commitment, here are resources I find:

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

What class(es) could I take to get better at it:

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

Who would be a good coach for this specific commitment:

☐ \_\_\_\_\_

☐ \_\_\_\_\_



# Learning Into Doing Checklist

## NEXT STEP

I've committed myself to:

The action I commit to taking this week (date) \_\_\_\_\_:

Every day I commit to:

☐ \_\_\_\_\_

☐ \_\_\_\_\_

☐ \_\_\_\_\_

**Daily Review** – am I doing what I said I would:

Monday (☐ yes/☐ no)

Thursday (☐ yes/☐ no)

Tuesday (☐ yes/☐ no)

Friday (☐ yes/☐ no)

Wednesday (☐ yes/☐ no)

**Week's Result Review:**

**Next Week:**

- ☐ I'm not done, continue with my commitment
- ☐ I've got this! and will choose my new Next Step

