

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:



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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:

 _____

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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

