



Network Marketing Self-Assessment

Provided by Jeffery Boyle at jefferyboyle.com

What is self-assessment? It is the process of evaluating yourself, your strengths, your weaknesses, skills, personality, and goals.

Why is self-assessment important? Without the knowledge of your strengths and weaknesses and with your goals in front of you, you will not be able to understand why your network marketing business is or is not working for you. You must work towards your strengths, and develop your weaknesses into strengths. Without understanding who you are, you will not be able to reach your desires and achieve your “why.”

However, through understanding yourself, the door to all possibilities and opportunities opens itself wide open. In short, without understanding yourself, you cannot understand others and enlist them to join you as your partner in this journey.

In this self-evaluation, please be honest. This will only help you understand yourself better and help you understand others. Write your answers down to compare and contrast with other.

Spend about 30 minutes answering questions to the assessment. If necessary, split the assessment into two sessions. This tool can serve you in the future as a way to evaluate the progress you have made.

Evaluation:

1. Why did start a network marketing business?

2. What do you hope to achieve with your business?

3. What are you goals and dreams? (Go to <http://jefferyboyle.com/network-marketing-success-answers-goals/> for help with the vital question)

4. What is your desired monthly commission? (i.e. \$500 a month, \$1000 a month, \$3000 a month, \$5000 a month, etc.)



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5. If you did not need to worry about money, what would you do?

6. What is your ultimate monetary goal with your network marketing business?

7. How many hours do you realistically have a day to dedicate to building your business?

8. How many total hours did you spend last week building your business?

9. In the last month, on average, how many hours per week did you spend building your business?

10. How well do you motivate yourself?

11. What is it that motivates you to be your best self and/or working your hardest?

12. How well do you feel you are prepared to present the opportunity to others?



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13. What do you feel you are lacking in preparation?

14. How much time do you spend preparing to present to each prospect?

15. How many friends do you have? How well known are you in your community?

16. What are you plans to engage more in the community?

17. How well do I offer value to others?

18. Do I care about others, their dreams, desires, their health, their success?

19. What will I do to care more about others and their dreams and goals?

20. How good am I at getting out of my comfort zone?



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21. How good am I at introducing myself to complete strangers and/or starting a conversation?

22. What will I do to better my self confidence and engage in conversation more?

23. How many new prospects did you contact last week?

24. How many could you have contacted?

25. How well do I engage my prospects by asking questions?

26. What will I do to develop engaging questions?

27. How good am I at making people laugh?

28. What will I do to develop a better sense of humor and use it in every day conversation?



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29. How can I incorporate humor into my presentation?

30. How often do I let my creative genius shine? Am I creative?

31. What will I do to improve my creativity?

32. How well have I thought out potential objections?

33. What were my hesitations in joining network marketing? How did I overcome them?

34. What will I do to help people overcome their objections and see their potential with network marketing?

35. How good am I at obtaining testimonials and sharing them with prospects?

36. What will I do to contact my organization seeking testimonials?



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37. What has network done for me personally?

38. How well do I assess situations?

39. How good am I at seizing opportunities?

40. What will I do to increase my ability to assess the situation around me?

41. What will I do to better seize opportunities?

42. How good am I at being self-assertive?

43. What will I do to improve?

44. How good am I at learning and applying from mistakes and failures?



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45. What will I do to better apply what I have learned?

46. On a scale from 1-10 (1 being not at all, 10 being nothing better), how much do you believe in my products?

47. On a scale from 1-10 (1 being not at all, 10 being nothing better), how much you believe in the business opportunity?

48. How well do present my belief in the product and opportunity to others?

49. What do I need to do, or need to know, in order to increase my belief in the product and opportunity?

50. Who will I ask to obtain this information to increase my belief? When will I ask?

51. How good am I at encouraging others?

52. What can I do to improve my positive attitude?



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53. Are you willing to do what it takes to achieve your “why”?

54. Why are you willing to do so? Or, why are you not willing to do so?

55. What is holding you back?

56. Are you willing to take risks?

57. What examples do you have showing your willingness to take risks?

58. What one thing do you wish to accomplish in the next 90 days with your business?

59. List three things you need in order to accomplish your 90 day goal.

60. Are you willing to be successful?



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61. Would you describe yourself as introverted or extroverted?

62. Would you describe yourself as an optimist or a pessimist?

63. Typically, are you a talkative person or quiet?

64. Do you tend to watch and analyze before solving a problem, or begin to act and find your way through until the solution is determined?

65. Would you describe yourself as the life of the party or content to remain in a quiet conversation?

66. Would others describe you as able to lighten up a difficult situation, or does stress bring out the worst in you?

67. Do you want to plan and organize a task or would you rather work with the team and build relationship?

68. Are you a perfectionist or would you rather have fun when performing a task?



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69. Do you make friends wherever you go, or do you slowly develop relationships and trust over time?

70. When conflict arises, do you boldly take charge with a “whatever it takes” mentality, or does your compassion for people take control?

71. Suggested Next Steps: Knowledge is powerful. It is even more valuable when shared with a trusted mentor.

- Find an upline or corporate mentor.
- Trust your answers with this person.
- Make sure the mentor is qualified and cares about your success.
- Be willing to learn from the mentor.
- Take steps to correct obstacles uncovered during this self-analysis.

72. Suggested Reading (Go to the following link to buy online: <http://jefferyboyle.com/recommended-reading/>)

- Personality Plus by Florence Littauer
- Little Redbook of Selling by Jeffrey Gitomer
- Think and Grow Rich by Napoleon Hill
- How to Win Friends and Influence People by Dale Carnegie
- Magic of Thinking Big by David Schwartz
- Develop the Leader Within You by John C. Maxwell