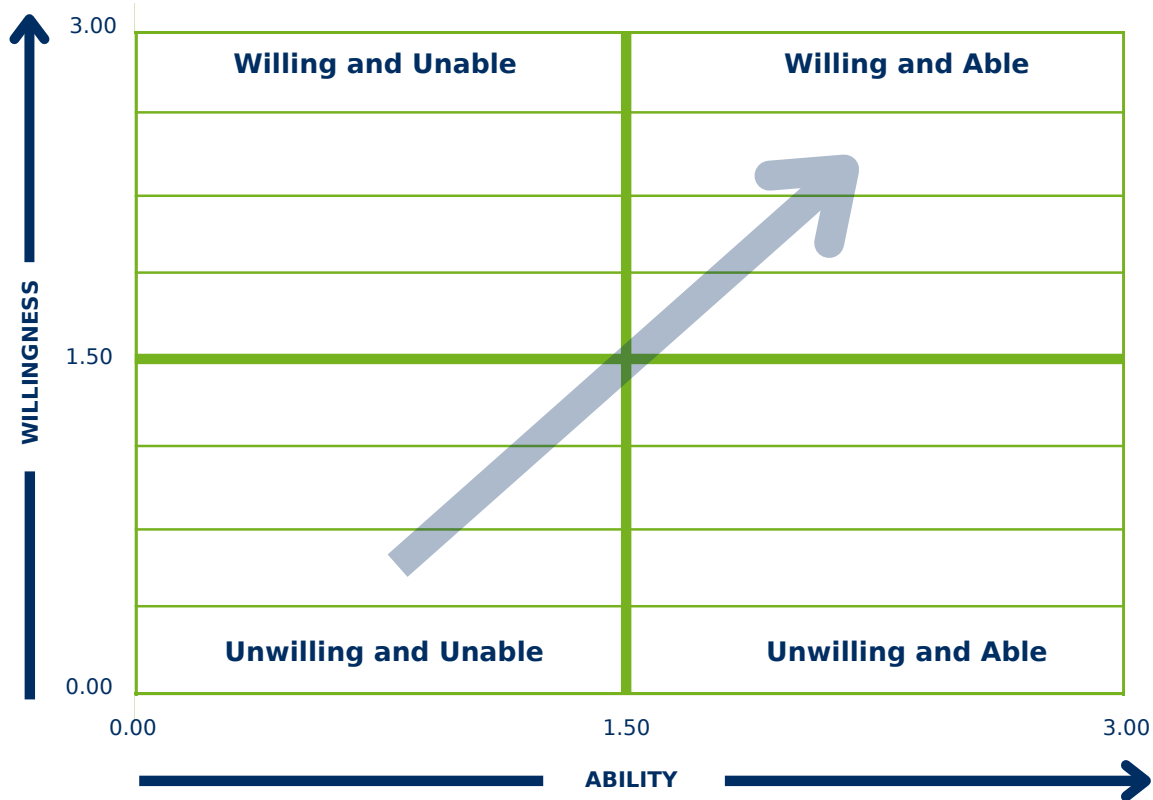


# WILLING/ABLE ASSESMENT



## IS THIS PERSON WILLING?

(BEHAVIOR & ATTITUDE)

- Desire
- Drive
- Coachability
- Possibility mindset  
(as opposed to scarcity mindset)
- Company focus
- Team focus
- No entitlement mindset

## IS THIS PERSON ABLE?

(TECHNIQUE & APPLICATION)

- Skills will vary by specific position, but basic skills always include:
- Strong communication, both internal and external
- Executes a documentable sales process
- Negotiation skills, both external and internal
- Sets, and defends Up-Front Contract, Bonding and Rapport
- Analytics (monitor and track personal activity with measurable daily, weekly, quarterly outcomes)
- Customer and business acumen