

Coach/Mentor's Guide

	Needs Imp.	Meets exp.	Exceeds exp.	Action/comments
DISC literacy				
Rapport				
Resonating statements				
Position statements				
Deficit Questions				
3 Level questions				
Use of WITY				
Three "D"				
Closing on WITY				
Completes buyers grids				
Grid strategies				
Setting landmines				
Recognizing buying signs				
Negotiating skills				
Phone skills				
Territory management				
CRM competence				
Getting to Economic buyer				
Use of Vignettes				
Presentation skills				
Use of Sales Action Planners				
Closing				