

## Free Diagnostic Quiz

Is Your Belief System Helping or Hindering Your Sales Success?

Your mindset shapes your outcomes — especially in sales. This quick diagnostic will help you identify whether your internal beliefs are aligned with high performance or unconsciously limiting your potential.

### Part 1: Self-Belief & Identity

1. How do you interpret a lost deal?

- A. I take it personally: it feels like a failure
- B. I question what I missed and try to learn
- C. I reflect briefly but move on with confidence
- D. I don't let it affect me ... next!

2. How often do you feel like you're "not ready" to pitch a bigger client or deal?

- A. Often
- B. Sometimes
- C. Rarely
- D. Never

### Part 2: Beliefs About Clients and Selling

3. Deep down, what do you believe clients want?

- A. The lowest price
- B. To be convinced or impressed
- C. To solve a real problem
- D. To partner with someone they trust

4. When facing a tough sales target, your first thought is:

- A. This will be hard — not sure I'll hit it
- B. I need to push harder
- C. I've done it before, I can again
- D. Time to challenge my limits

### Part 3: Action, Risk & Growth

5. How often do you pursue uncomfortable actions (e.g. cold outreach, high-stakes pitches)?

- A. Rarely - I avoid them
- B. Only when I have to

- C. Frequently, but still with hesitation
- D. Regularly ... that's where I grow

6. How do you respond to rejection in sales?

- A. I replay it in my mind for days
- B. I move on, but it still stings
- C. I treat it as data
- D. I use it to refine my approach

### **Scoring Your Belief Alignment**

Mostly A's – The Saboteur Mindset:

Limiting beliefs may be quietly draining your confidence and results. You likely need deep rewiring around self-worth, client value, and success identity.

Mostly B's – The Reactive Mindset:

You're aware and trying — but may still be operating from fear or doubt more than vision and belief. Coaching can help you shift from coping to creating.

Mostly C's – The Growth Mindset:

Strong foundation. You think constructively and recover well, but there's room to strengthen your inner belief system to unlock more leadership and ease.

Mostly D's – The Performance Mindset:

You've built empowering beliefs that fuel bold, strategic action. With refinement, this mindset becomes a multiplier for scale and consistent success.