

NAME _____

TOTAL SCORE / 120

[illegible]

On a scale of 1 to 10 rate your ability in the following key areas that drive your performance.

A rating of **1 is the lowest possible score** while a rating of **10 is the highest possible score**. Please circle your response.

1. PROSPECTING

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

2. NETWORKING

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

3. NURTURING

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

4. MARKETING

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

5. SERVICING

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

6. PIPELINE MANAGEMENT

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

7. LISTING

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

8. SELLER MANAGEMENT

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

9. BUYER MANAGEMENT

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

10. OPEN HOMES

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

11. TIME MANAGEMENT

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

12. NEGOTIATING SKILLS

POOR	1	2	3	4	5	6	7	8	9	10	EXCELLENT
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Please explain your rating:

PERFORMANCE REVIEW POINTS

1. Results and achievements

2. What's going well?

3. What challenges could get in the way of you achieving your goals?

4. What's improvements need to be made?