



# Common Problems Most Networkers Experience

*Do you have problems with...*

**In Control**

**Need Help**

- |  |       |       |
|--|-------|-------|
| 1. I get too many "think it overs" after my prospects see my presentation  | _____ | _____ |
| 2. Prospects tell me they have no money to start a business                | _____ | _____ |
| 3. I don't have clear goals and I know I should set them                   | _____ | _____ |
| 4. Sometimes I'm scared to pick up the phone                               | _____ | _____ |
| 5. My personal presentation is incongruent with my co's presentation       | _____ | _____ |
| 6. I don't know how to leave a voice-mail message that gets returned       | _____ | _____ |
| 7. I'm not a good listener...I tend to talk over my prospects              | _____ | _____ |
| 8. I can't explain to a prospect in 45 seconds (my infomercial) what I do  | _____ | _____ |
| 9. Working "aged" leads is tough for me                                    | _____ | _____ |
| 10. I don't know how to do due diligence on an opportunity                 | _____ | _____ |
| 11. My downline seems to be quitting faster than I can put them in         | _____ | _____ |
| 12. Positioning an old company against a new one or vice versa             | _____ | _____ |
| 13. I don't know how to call my "chicken list"                             | _____ | _____ |
| 14. I'm introverted - I feel like I'm at a disadvantage in this industry   | _____ | _____ |
| 15. My personal motivation goes up and down                                | _____ | _____ |
| 16. I don't have a system for personal accountability                      | _____ | _____ |
| 17. I tend to "show up and throw up" on my prospects                       | _____ | _____ |
| 18. Prospects don't seem to bond (like) me                                 | _____ | _____ |
| 19. Developing rapport with prospects is difficult                         | _____ | _____ |
| 20. I don't know how to open my calls                                      | _____ | _____ |
| 21. It's time for me to take a leadership role and I don't know what to do | _____ | _____ |
| 22. I take rejection personally  | _____ | _____ |

Name: \_\_\_\_\_ Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Email your results to: [Kevin@GoldCollarNetworker.com](mailto:Kevin@GoldCollarNetworker.com)