Daily practice and effort scorecard worksheet

LoftyBiz 168 — Practise Selling Like a Sport: A Daily Routine for Owners Who Sell

These are examples, not promises. The people and businesses in this video are illustrative examples, and results vary. Example figures, not targets or forecasts. This is general business education, not financial, legal or tax advice.

The steps

1. Set a short daily practice spell and train one skill at a time.
2. Write the five things prospects say to you most often on cards. Practise answering one, out loud, with a timer.
3. With permission, and where the rules allow, review one call like game footage each Friday, and pick one fix.
4. Compare your effort, not your results, with sellers you respect.
5. Top up your belief by reminding yourself who you help, and stay honest when it is not a fit.
6. Keep that page in Systex, our own product.

Your first training week

1. Write five cards for the things you hear most often.
2. Practise one card, out loud, for fifteen minutes each morning.
3. On Friday, review one call or one email thread for about twenty minutes.
4. Choose one fix for next week, and leave the later list alone.
5. Write a short practice log: date, skill, minutes, one thing noticed.
6. Write your effort scorecard with three or four actions you control.
7. Keep the cards, the log and the scorecard in Systex.

Worked example: Lorraine, Boise

Step	What Lorraine did (example figures)	Your note
Daily practice spell	Fifteen minutes, every morning, before email. One skill per week: opening question, listening and summarising, the price worry, asking for the next step.	
Practise alone	Five index cards. Shuffle, answer out loud with a timer, then answer again, shorter and calmer.	
Game footage	With permission, and where the rules allowed, she reviewed one call for twenty minutes every Friday. Three questions: talked too long, missed a question, client leaned in.	
One fix at a time	She spoke for almost two minutes before asking anything. The next week she asked a question within the first thirty seconds.	
Practice log	Date, skill, minutes practised, and one thing she noticed. One line a day. She later kept the log and Friday reviews in Systex.	
After three months (example)	Calmer on calls, better questions, more conversations ended with a clear next step. These figures and feelings are illustrations, not a forecast.	

Worked example only: Lorraine, small bookkeeping firm, Boise (USA). Example figures, not targets or forecasts. These are examples, not promises. Results vary.

Worked example: Kwabena, Charlotte

Step	What Kwabena did (example figures)	Your note
Compare effort, not results	He asked experienced sellers what they did each week, not what they earned.	
Effort scorecard	Follow up within a day. Site visits. Past clients called every few months. Three questions prepared for each meeting.	
Honest score for one month	Follow-up was strong. Almost no site visits. He had not called a past client in a year. He could change those things that week.	
Top up conviction	Each Monday, ten minutes with thank-you notes, photos of finished offices, and notes from one happy client.	
Belief	Calm reasons, not pressure. If belief is missing, improve the offer, not push harder.	

Step	What Kwabena did (example figures)	Your note
After two months (example)	Two site visits a week and five past clients a month. Some smaller jobs and one repeat project. He later kept the scorecard in Systex.	

Worked example only: Kwabena, office furniture and fit-outs, Charlotte (USA). Example figures, not targets or forecasts. These are examples, not promises. Results vary.

Find Systex at loftybiz.net. Keep this page in Systex, our own product.