

Module 1: Sales Mindset & The 10X Rule

Action Worksheet

Name: _____

Date Started: _____

Training Completion Date: _____

Part 1: Self-Assessment

Current Mindset Evaluation

Rate yourself honestly on a scale of 1-10 (1 = Strongly Disagree, 10 = Strongly Agree):

Statement	Rating (1-10)
I believe I can be successful in sales	_____
I genuinely believe in the value of what I'm selling	_____
I handle rejection well and bounce back quickly	_____
I take consistent, massive action toward my goals	_____
I see obstacles as opportunities to learn and grow	_____
I am confident when speaking with prospects	_____
I believe there are unlimited opportunities available	_____
I invest time daily in improving my sales skills	_____

Total Score: _____ / 80

Goal: Reassess in 30 days and increase your score by at least 20 points.

Part 2: Identifying Limiting Beliefs

What negative thoughts do you have about sales or your ability to succeed?

1.
2.
3.

Now reframe each negative thought into a powerful, positive statement:

1.
2.
3.

Part 3: Your 10X Action Plan

Current Weekly Activity Level

Activity	Current Weekly Target	Actual Last Week
Prospecting Calls/Contacts	<div></div>	<div></div>
Meaningful Conversations	<div></div>	<div></div>
Meetings/Appointments Set	<div></div>	<div></div>
Proposals/Presentations	<div></div>	<div></div>
Closed Deals	<div></div>	<div></div>

Your 10X Targets (Multiply each by 10)

Activity	10X Target
Prospecting Calls/Contacts	_____
Meaningful Conversations	_____
Meetings/Appointments Set	_____
Proposals/Presentations	_____
Closed Deals	_____

Realistic 30-Day Stretch Goals (Between current and 10X)

Activity	30-Day Goal
Prospecting Calls/Contacts	_____
Meaningful Conversations	_____
Meetings/Appointments Set	_____
Proposals/Presentations	_____
Closed Deals	_____

Part 4: Your Commitment Declaration

Complete this statement and read it out loud every morning:

For the next 30 days, I commit to taking massive action by:

I will do this regardless of how I feel or what results I get, because I know that consistent action leads to success.

Signature: _____

Date: _____

Part 5: Daily Activity Tracker

Week 1: // to //

Day	Calls/Contacts	Conversations	Meetings Set	Proposals	Closed	Notes/Lessons Learned
Monday	_____	_____	_____	_____	_____	_____
Tuesday	_____	_____	_____	_____	_____	_____
Wednesday	_____	_____	_____	_____	_____	_____
Thursday	_____	_____	_____	_____	_____	_____
Friday	_____	_____	_____	_____	_____	_____
TOTAL	_____	_____	_____	_____	_____	

Week 2: // to //

Day	Calls/Contacts	Conversations	Meetings Set	Proposals	Closed	Notes/Lessons Learned
Monday	_____	_____	_____	_____	_____	_____
Tuesday	_____	_____	_____	_____	_____	_____
Wednesday	_____	_____	_____	_____	_____	_____
Thursday	_____	_____	_____	_____	_____	_____
Friday	_____	_____	_____	_____	_____	_____
TOTAL	_____	_____	_____	_____	_____	

Part 6: Daily Mindset Journal

Instructions:

Each evening, spend 5 minutes completing this journal entry.

Day 1: //___

3 Wins Today (no matter how small): 1. _____ 2. _____ 3. _____

1 Lesson Learned:

Tomorrow's Top Priority:

Day 2: // _____

3 Wins Today: 1. _____ 2. _____ 3. _____

1 Lesson Learned:

Tomorrow's Top Priority:

Day 3: // _____

3 Wins Today: 1. _____ 2. _____ 3. _____

1 Lesson Learned:

Tomorrow's Top Priority:

Day 4: // _____

3 Wins Today: 1. _____ 2. _____ 3. _____

1 Lesson Learned:

Tomorrow's Top Priority:

Day 5: // _____

3 Wins Today: 1. _____ 2. _____ 3. _____

1 Lesson Learned:

Tomorrow's Top Priority:

Part 7: Rejection Resilience Practice

The 5-Minute Rule Application

When you experience rejection, complete this immediately:

Rejection #1: - What happened? _____ - How did I feel? (5 minutes to process) _____ -
What can I learn? _____ - **Next action:** _____

Rejection #2: - What happened? _____ - How did I feel? (5 minutes to process) _____ -
What can I learn? _____ - **Next action:** _____

Rejection #3: - What happened? _____ - How did I feel? (5 minutes to process) _____ -
What can I learn? _____ - **Next action:** _____

Part 8: Weekly Reflection

End of Week Review

Total Activity This Week: - Calls/Contacts: _ - **Conversations:** - **Meetings Set:** __ -
Proposals: _ - **Closed Deals:** ____

Compared to My Goal: - On track? Yes / No - What went well? _____ - **What challenges**
did I face? _____ - What will I do differently next week? _____

Mindset Progress: - Did I read my commitment daily? Yes / No - Did I complete my daily
journal? _ **days out of 5** - **Did I apply the 5-Minute Rule? Yes / No** - **Overall mindset this**
week (1-10): ____

Celebration: What's one thing I'm proud of this week?

Part 9: Accountability Partner

Accountability Partner Name: _____

Contact Info: _____

Weekly Check-In Schedule: _____

What I need from my accountability partner:

Part 10: Resources I'll Use This Week

Check off as you complete:

- ☐ Read Chapter 1 of "The 10X Rule" by Grant Cardone
 - ☐ Listen to "The Cardone Zone" podcast episode on overcoming fear
 - ☐ Watch Grant Cardone's "The 10X Rule" video on YouTube
 - ☐ Review my one-page summary daily
 - ☐ Complete daily activity tracking
 - ☐ Complete daily mindset journal
 - ☐ Share one success with my team
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Notes & Additional Insights

Use this space for any additional thoughts, ideas, or insights from your training:

Remember: Massive action creates momentum. Momentum creates confidence. Confidence creates results. Start today!