

# Module 12: Continuous Improvement - Action Worksheet

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Name: \_\_ Date: \_\_

## Part 1: 12-Week Review

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**Metrics comparison:** | Metric | Week 1 | Week 12 | Change | |-----|-----|-----|-----|  
| Calls | ----- | ----- | ----- | | Meetings | ----- | ----- | ----- | | Closes | ----- | ----- | ----- | | Revenue |  
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## Part 2: Skills Assessment

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Rate yourself (1-10): - Mindset: \_\_ - **Prospecting:** - **Discovery:** \_\_ - Presenting: \_\_ -  
**Closing:** \_\_\_\_

## Part 3: Growth Plan

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Next 90 days focus: 1. \_\_\_\_ 2. \_\_\_\_ 3. \_\_\_\_

Resources needed: - \_\_\_\_ - \_\_\_\_

## Part 4: Success Celebration

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My biggest win:

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What I'm most proud of:

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Who I want to thank:

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## Part 5: Commitment to Excellence

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My 1-year vision:

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My daily habits: 1. \_\_\_\_ 2. \_\_\_\_ 3. \_\_\_\_\_

**Commitment:** I will never stop improving.

**Signature:** \_\_ ***Date:*** \_\_