



Questions to Reveal Commitment

Check for YES (✓)	Commitment Questions	Follow-up
	Do you have a personal vision and mission statement?	
	Do you have a personal goal plan for the things you want and what you want your life to be for the next 1, 5 and 10 years?	
	Do you have goals with “do” dates?	
	Do you have a plan to make sure you’re on target to hit your personal plan? (Not just the production, or activity numbers a sales manager gave you for the year)	
	Do you have access to the information so that you could review it weekly?	
	Do you review your plan weekly?	
	Are you committed to being your very best? With your time, talents and treasures are you consistently striving to improve yourself?	
	Have you daily challenged yourself to get just a little bit better?	
	What books have you read? What tapes have you listened to?	
	What people have you met that have inspired you to be better?	
	Do you find yourself looking for reasons that you can't do something?	
	Do you look at your lack of success and externalize the reasons? (e.g. The economy is bad, we don't have good leadership, the interest rates aren't competitive, our financing/underwriting is too tough, etc.)	