



ELITE Leadership Self-Assessment

True leaders are in a constant state of self assessment, forever looking for ways to improve themselves and their business. This exercise will provide a framework for assessing where you are with your business today. Once you answer these questions, calculate a numerical value for each area.

With this new awareness, select two areas in which you want to see improvement during the next two months. To help you move closer to your vision, take time to describe in your journal what it will look like when you have achieved your vision. The clearer your vision of how you will grow as a leader, the sooner you will live that reality!

1 = I've not addressed this aspect at all.

10= I've really mastered this aspect of my business.

I. Strategic Planning

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|--|---|---|---|----|
| 1. I begin each month with clear goals for myself and my team. | 1 | 4 | 6 | 10 |
| 2. I have an Annual Training Plan that identifies training topics. | 1 | 4 | 6 | 10 |
| 3. I have my own sales and incentives program to motivate my team. | 1 | 4 | 6 | 10 |
| 4. I have broken my annual income goals into monthly goals | 1 | 4 | 6 | 10 |
| 5. I have a long term Strategic Plan for advancement and I'm on target. | 1 | 4 | 6 | 10 |
| 6. I review my Strategic Plan regularly | 1 | 4 | 6 | 10 |

II. Creating Community

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|--|---|---|---|----|
| 7. There is a sense of family and belonging among my team members..... | 1 | 4 | 6 | 10 |
| 8. I lead by example by "doing first, what I ask others to do." | 1 | 4 | 6 | 10 |
| 9. I have communicated a clear vision for my organization | 1 | 4 | 6 | 10 |
| 10. I have created a sense of trust and mutual respect among my team | 1 | 4 | 6 | 10 |
| 11. I have a system for welcoming new people to the team..... | 1 | 4 | 6 | 10 |
| 12. I connect out of town team members with the rest of the team... .. | 1 | 4 | 6 | 10 |
| 13. The team is aware of our unifying theme | 1 | 4 | 6 | 10 |
| 14. I have shared my personal mission with my team..... | 1 | 4 | 6 | 10 |
| 15. My team has shared their goals with each other | 1 | 4 | 6 | 10 |
| 16. I have regular events that bring the team together | 1 | 4 | 6 | 10 |

III. Coaching

17. I have identified my top 20% performers	1	4	6	10
18. I have offered regular coaching to my top performers	1	4	6	10
19. I have regular coaching calls scheduled with my top performers	1	4	6	10
20. My leaders call me at the appointed time for their coaching sessions	1	4	6	10
21. They fax me a Coaching Call Prep sheet prior to our call.	1	4	6	10
22. I practice <i>Heart-Centered Listening</i> in my dealings with others	1	4	6	10
23. I use the skill of " <i>I See You</i> " <i>Acknowledgement</i> to lift up others	1	4	6	10
24. I use <i>You're the Expert Questions</i> to empower others.	1	4	6	10
25. I strive for <i>Agreed Action & Accountability</i> with my team.....	1	4	6	10
26. I offer <i>Compassionate Feedback</i> to facilitate growth in others.	1	4	6	10
27. My calls are upbeat, productive and rewarding for both parties.....	1	4	6	10
28. I am seeing consistent results with the majority of the people I am coaching	1	4	6	10

IV. Team Building

29. I have a plan for identifying, training and supporting future leaders	1	4	6	10
30. I am personally sponsoring a minimum of 2 new Consultants every month	1	4	6	10
31. I have a proven system for sponsoring that is easily duplicated by others.	1	4	6	10
32. My team is well trained in the area of presenting the business opportunity	1	4	6	10
33. My team adds at least 10% per month in new Consultants	1	4	6	10
34. I hold regular business opportunity events by tele-conference or live.	1	4	6	10
35. I offer regular sponsoring promotions and incentives.....	1	4	6	10

V. Training

36. I have an effective new Consultant training program in place.....	1	4	6	10
37. I have an Annual Training Plan that supports my team to grow and learn	1	4	6	10
38. I have instilled in my leaders the importance of training new Consultants	1	4	6	10
39. The program is easy to duplicate no matter what the skill level of the leader.....	1	4	6	10
40. I have a recognition program for new Consultants in their first 4 weeks.....	1	4	6	10
41. I take into consideration all learning styles when delivering my training	1	4	6	10
42. My top leaders support and implement the training program	1	4	6	10

VI. Business Management

43. I balance my business checking account every month	1	4	6	10
44. I know how much I've made each month	1	4	6	10
45. My financial records are filed and well organized	1	4	6	10
46. I pay my business credit card balance off each month	1	4	6	10
47. I track my expenses weekly (including a mileage log)	1	4	6	10
48. I have an accountant that specializes in home-based business taxation	1	4	6	10
49. I have someone (or many people) to whom I delegate low payoff tasks	1	4	6	10
50. I work with a schedule that allows me to put my top priorities first	1	4	6	10
51. My office environment is well organized and clear of clutter.	1	4	6	10
52. I use the proper technology tools to help me be more efficient.....	1	4	6	10
53. My computer skills are adequate so I can work efficiently	1	4	6	10

VII. Personal Mastery

54. I am clear about my personal purpose and mission	1	4	6	10
55. I live in accordance values and principles that guide my decisions	1	4	6	10
56. I consider myself to be a happy, positive person.....	1	4	6	10
57. Rarely do I lose my temper or engage in an argument.....	1	4	6	10
58. I approach conflicts with an intention to find a win/win solution.....	1	4	6	10
59. I remain calm under stressful situations.....	1	4	6	10
60. I model balance and self-care for my team and others.	1	4	6	10
61. I understand the signs of burn-out and know how to avoid them.	1	4	6	10
62. I am in tune with my intuition and rely on it to make wise decisions	1	4	6	10
63. I am empathetic yet do not become involved in other's personal traumas.	1	4	6	10
64. I receive constructive feedback well and view it as a gift	1	4	6	10
65. I have a personal faith that sustains me through difficult times	1	4	6	10
66. I have interests besides business and family which bring me joy.....	1	4	6	10
67. I have daily habits which sustain my success	1	4	6	10
68. I exercise regularly	1	4	6	10
69. I eat healthy	1	4	6	10
70. I take time each day for myself and my personal well-being	1	4	6	10
71. I honor commitments to my family and friends.....	1	4	6	10

72. I schedule special time with my significant other in my life (date night).....	1	4	6	10
73. I have a plan for my personal growth and education	1	4	6	10
74. I have a mentor who offers me sound advice and guidance	1	4	6	10
75. I have a professional coach who supports me in achieving my dreams	1	4	6	10