

Personal Scorecard for:	
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Over the next 10 days (two weeks) evaluate your successes in applying the Good Listeners 10 Commandments. Use each box to record your success rate—how many of the reviews you performed during that day. ie: If on day 1 you performed a self-evaluation on 15 customers. Tally the number of commandments that you successfully performed against how many were possible. For this example of 15 customer self-evaluations you have a total of 150 points for that day. If, after adding up all of these evaluations you recorded 85 checks for that day record on day one an 85/150. On review day (day 5) tally up day one through day five and enter the total correct internalized commandments out of total possible. Seek to improve your number and internalize these strategies for week number two and your longterm success.

1	2	3	4	5	Review /
6	7	8	9	10	Total Score /

NOTE: For self-evaluations and employers. Before using this evaluation form perform a pre-test. Note the number of techniques you currently use and mark your score below.

Pre-Test / 10

