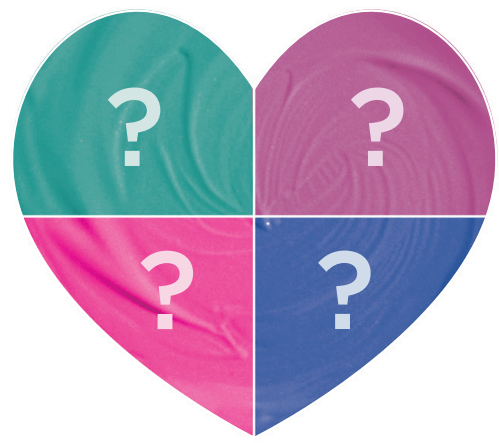


### Your Belief

Leader Name: \_\_\_\_\_

**WHAT** do you want in life?  
**WHAT** do you not want in life?

**HOW** has your Avon business changed your life in a positive way?



**WHY** do you have an Avon business?

**HOW** does running your Avon business make you feel?

**WHAT** do you want in life?  
**WHAT** do you not want in life?

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**WHY** do you have an Avon business?

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**HOW** has your Avon business changed your life in a positive way?

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**HOW** does running your Avon business make you feel?

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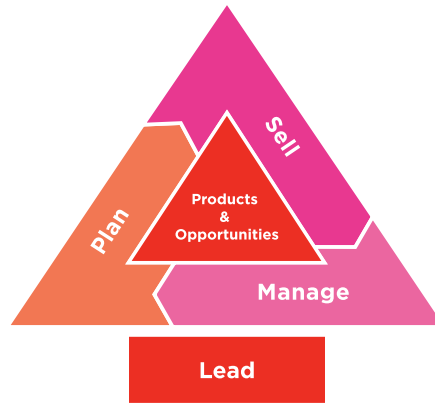
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## Your Self-Assessment

Honestly assess your skill level for each of the competencies below by placing an X in the box that most appropriately represents your current skill level:

**Challenged:** Unaware, learning, ineffective  
**inConsistent:** Aware, somewhat able, inconsistent  
**Consistent:** Consistently able to perform



PLAN	Challenged	inConsistent	Consistent
Goal Setting			
Analyzing			
Creating Strategies			
Prioritizing			
Action Planning			
Meeting Planning			

MANAGE	Challenged	inConsistent	Consistent
Time Management			
Onboarding			
Team Meeting Execution			
Team Communication			
Customer Service			
Business Acumen			

SELL	Challenged	inConsistent	Consistent
Networking			
Discovery			
Communicating Value			
Storytelling			
Closing			
Social Selling			

LEAD	Challenged	inConsistent	Consistent
Building Trust			
Coaching			
Inspiring/Motivating			
Managing Conflict			
Recognition			
Influencing			

### Your Call to Action

In the next 2 weeks, share your Belief with a new acquaintance. Be prepared to share the results of the discussion.

Who will you share with?