

## Mackay Performance Scorecard

As any golfer or competitor knows, if you measure it you can track it, improve it and celebrate progress. This scorecard is meant to provoke healthy competition for you as you take charge of your success. Where are you now in terms of your skills? Be honest. Ask others for input. Print this scorecard out and post it on your wall or send us a copy of your completed scorecard and you'll become eligible for a coaching session with Harvey.

Skill	Score (1 = Poor – 5 = Best)	Why did I score this way? Be specific. Action to take in 30 days...
<b>Success Skills</b> Ability to keep improving my performance and others see me improving.		
<b>Networking</b> I have a bullpen of people with whom I have strong give and take relationships.		
<b>Customer Service</b> My customers want me to be their supplier. I deliver again and again for them in both the product and the service.		
<b>Selling Basics</b> I can research, ask for the sale and get the results needed.		
<b>Negotiating</b> The deal is exciting and I know how to make it win-win for both parties.		
<b>Looking for a Job</b> Much like networking only with a job purpose. I know how to sell myself with confidence, clarity and poise.		

### How did you score?

- 1- Still beginning to learn what this skill is and how I can apply it.
- 2- Book smart, No street smarts. Knowledge in the brain but not applied.
- 3- Confident in doing these skills each day but not an all star.
- 4- My customers, friends and coworkers know that I'm the best at this skill and they come to me for solutions.
- 5- All snapped up. Top notch. Make it look easy.

*“Everyone knows what to do, but that doesn't mean anything until you use it in the marketplace and get the result. Ideas without action are worthless.”*

*- Harvey Mackay*