

IDENTIFYING AND MAGNIFYING YOUR ROCKSTAR TRAITS



SALES ACCELERATION
GROUP



You've got them. But until you identify and leverage them, they aren't turning you into the Rockstar you want to be. Give some thought to the following questions to ensure you understand your Rockstar traits. These are the traits that you'll use to sell your way into the life you want and deserve.

Take a Journey Back in Time

You've got them. But until you identify and leverage them, they aren't turning you into the Rockstar you want to be. Give some thought to the following questions to ensure you understand your Rockstar traits. You've had Rockstar traits all your life. But they probably started to be more apparent about the same time your unique personality showed up in a big way, a process the experts call "individuation."

So, let's go back to High School. You were 14 - 18 years old. You went to school five days a week except for weekends, summers, and holidays. Maybe you played a sport or an instrument or were a member of a club. You might have had a part-time job. You had friends that you did everything with. Can you see it? Are you back there? Great, now answer the following questions.



Name 3 things you were good at while you were in High School – don't just think about school, think about that time in your life:

1.

2.

3.

'Your name' is most likely to _____

Just those two pieces of information are a terrific starting point for identifying your Rockstar Traits. Because whatever you were good at, and what you were observed and recognized for being good at, tell you a lot about what came naturally and was obvious to other people.

Pay Attention to Your Recent Choices

Now let's look at where you have chosen to invest in yourself and your abilities and what has motivated you to make those choices.

What 3 skills have you spent the most time, money, and effort perfecting in the past 5 years?

1.

2.

3.

Why have you chosen to perfect those particular skills?

You just painted yourself a picture of what you were interested in, what you valued, and what motivates you to take action and make an investment. Really good information to have when you're looking to increase your value and create the career and life you really want!

Take a Look in the Mirror

The previous sections will have given you clues about your natural strengths, your interests, your values, and your motivations. The next step is to let the information you've gathered help you identify your top 5 traits and choose the ONE you're going to focus on developing.

Which of these traits do you think best describe you? Circle no more than 5.

- Strong Leader Self-confident Aspirational Driven Patient Disciplined**
Strong Communicator Integrity Willingness to learn new things Responsible
Self-reliant Optimistic Passionate Creative Resilient Flexible Brave
Generous Action-oriented Confident Good Intuition Curious Dreamer
Enthusiastic Trust-worthy Friendly Supportive Strong work-ethic Risk-taker
Positive Mental Attitude High Self-Esteem Honest Funny Organized
Goal-oriented #ownyourownshit Good Listener Positive person Gritty
Growth Mindset Structured Genuine

Which one of the five traits you picked do you think could be your Rockstar trait? The ONE trait you have that can set you apart from your co-workers and competitors, and help you sell your way into the life you want.

#1 Rockstar Trait: _____

Now decide where you're going to start building on that Rockstar Trait so you can magnify its effect and maximize your success.

List 10 things you could do to further develop your Rockstar Trait:

- 1.
- 2.
- 3.

4.

5.

6.

7.

8.

9.

10.

Great, now decide which of those 10 things you're going to start doing (let's say tomorrow) and keep doing until you're ready to start on the next thing and the next.

My next step to hone my Rockstar Trait: _____

When you choose **ONE** trait to develop, then apply one practice after another to make that trait stronger and stronger, you'll be well on your way to turning it into a real "Secret Weapon" that can help you pull off a Win even in the most challenging situations.