www.synergysolutions.net Date:// The Mini X-Ray	ay	.0a	1	1	1	1	ı	1		000 F	
Name: version 4.0a	X-R	sion 4.0a								d.circle aw-c0	7 F
E-mail:	İ×	ersi							%	8.	ngs i
Company:	Air)	>							1	оругід	10 pg
Phone: ext. Fax:	2							X		y line	eing t
Address:	۱						_ - diz			17 Jiggli No 10	un o
City: State: Zip:						i	7	<u></u>	īs)	ST TRACK.[C.Squig	ate o
1. WOW Income: \$ 2. Minimum: \$							1 6	∏. ⊅_ Goal:	atio:	15. LISA, [16. FAST TRACK	ing.
3. Current number of hours worked per week:/wk Goal:/wk							}	X X	g B	Je. FK le Storde	Corre
4. Sales Closing Ratio:% 5. Final Closing Ratio:% (If you had ten leads how many transactions would you write?)							State:	=	Sin g	15. LISA. [16. FAST). Con
6. Biggest Challenge: (Getting to WOW income and working minimual hours)					Гах:	`	ב ננ ס		orkin C	5. LIS	Conflict wi
	ا				ш,			×	Final Closing Ratio:	6 6	ith oth
[]1. Business X-Ray, []2. ActionVision, []3. MaxSys, []4. SAM, []5. LISA, []6. FAST TRACK, []7. MVP, []8	Date							W.W. III.COIII.E. & Current number of hours worked per week:	Sales Closing Ratio: % 5. Final Closing Ratio: (If you had ten leads how many transactions would you write?) Biggest Challenge: (Getting to WOW income and working minimual hours)	14. sAM, [3.5quare ▲ 393-9909 1 := 393-9909	gs beir ners.
6b: Which shape do you like? (rate 1st - 4tha.squareb. trianglec.Squiggly lined.circleb. trianglec.Squiggly lined.circle6c: Your birth order:aw-c02	net				ext) a	% uld you	- "	no Bu
30 100 3101 3001								orke	NON (Max8	of cor
www.synergysolutions.net Date:// The Mini X-Ray	www.synergysolutions.) M	action ing to	, [] 3.1 1st - 4th Solutions,	ntroi.
E mails	Ħ								rans Getti	onVision, [? (rate 1s	
	80							of h	Ratio:	# W	
Company: Phone: ext. Fax:	ğ						9	. e	Ra how i] 2. Ac 5u like © 2001	
	eĽ						3		Closing d ten leads h st Challe	do yo	
Address:	NZ.						2	<u> </u>	t Ci le	shape c	
City: State: Zip: 1. WOW Income: 2. Minimum: \$	S.			Company:		.s	OILY:	e .	es (siness th sha	
		Name:	E-mail:	ηb	Phone:	Address:	. >		Sales ((If you had Bigges	6b: Which sl SEM-POB.DRW	
3. Current number of hours worked per week:/wk Goal:/wk		Nar	E-n	So	Phc :	Add H		. မ		6b: Whi SEM-POB)
4. Sales Closing Ratio:% 5. Final Closing Ratio:% (If you had ten leads how many transactions would you write?)											,
6. Biggest Challenge: (Getting to WOW income and working minimual hours)	Ray	rsion 4.0a	1	1	1	1	1	1		₩ <mark>02</mark>	1 1
	I.	u		- 1						 	O.>
		.의								d.circle aw-c0)	C. Thin
] į	versio							%	18d.circle aw-c02	C. Things no
[]1. Business X-Ray, []2. ActionVision, []3. MaxSys, []4. SAM, []5. LISA, []6. FAST TRACK, []7. MVP, []8	Mini >	versio							%	P.[]8. d.circl aw-c aw-c aw-c aw-c aw-c aw-c aw-c aw-c	C. Things not bei
[] 1. Business X-Ray, [] 2. ActionVision, [] 3. MaxSys, [] 4. SAM, [] 5. LISA, [] 6. FAST TRACK, [] 7. MVP, [] 8	e Mini >	versio						/wk		Ine e	. Things not being
6b: Which shape do you like? (rate 1st - 4tha.square ▲b. triangle c.Squiggly line ●d.circle SEM-POB.DRW Copyright © 2001 Synergy Solutions, Inc. (630) 393-9909 6c: Your birth order:aw-c02	The Mini >	versio						/wk		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4tha.square ▲b. triangle ✔c.Squiggly line ●d.circle sem-POB.DRW Copyright © 2001 Synergy Solutions. Inc. (630) 393-9909 6c: Your birth order:aw-c02 WWW.synergysolutions.net Date:/ The Mini X-Ray	The Mini >	versio				i				17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle	The Mini >	versio				i				17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4tha.square _Ab. triangle	/ The Mini >	versio								17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4tha.square _Ab. triangle	/ The Mini >	versio								17. MVP. [] 8	. Things not being accur
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle	/ / The Mini >	versio			X:		State:	/wk Goal:		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle \(\)c.Squiggly line \(\)d.circle sem-POB.DRW copyright © 2001 Synergy Solutions, Inc. (630) 393-9909 6c: Your birth order:aw-c02 \) WWW.synergysolutions.net/ The Mini X-Ray Name: version 4.0a E-mail:		ev.			Fax:			/wk Goal:		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle \(\)c.Squiggly line \(\)d.circle sem-POB.DRW copyright © 2001 Synergy Solutions, Inc. (630) 393-9909		ev.			Fax:		State:	/wk Goal:		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle	Date: / /	ev.					State:	/wk Goal:		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle \(\)c.Squiggly line \(\)d.circle sem-POB.DRW copyright © 2001 Synergy Solutions, Inc. (630) 393-9909	Date: / /	ev.			ext. Fax:		State:	/wk Goal:		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4tha.squareb. triangle	Date: / /	ev.					State:	/wk Goal:		17. MVP. [] 8	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th)a.square Ab. triangle \(\)c.Squiggly line \(\)d.circle sem-POB.DRW copyright © 2001 Synergy Solutions, Inc. (630) 393-9909	Date: / /	ev.					State:	/wk Goal:		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4tha.squareb. triangle	Date: / /	ev.					State:	/wk Goal:		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur
6b: Which shape do you like? (rate 1st - 4th)a.squareb. trianglec.Squiggly lined.circle aw-c02 SEM-POB.DRW Copyright @ 2001 Synergy Solutions, Inc. (630) 393-9909 6c: Your birth order:	Date: / /	ev.					State:	/wk Goal:		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur
6b: Which shape do you like? (rate 1st - 4th a.square b. triangle	Date: / /	ev.					State:	of hours worked per week: /wk Goal: /		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur
6b: Which shape do you like? (rate 1st - 4tha.squareb. triangle	Date: / /	ev.					State:	of hours worked per week: /wk Goal: /		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4tha.square Ab. triangle	Date: / /	ev.					State:	of hours worked per week: /wk Goal: /		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur . Things not being fun o
6b: Which shape do you like? (rate 1st - 4th a.square b. triangle	Date: / /	ΘΛ		ıy:	ext.	i	State:	of hours worked per week: /wk Goal: /		13. MaxSys. [] 4. SaM. [] 5. LISA. [] 6. FAST TRACK. [] 7. MVP. [] 8. 4th	. Things not being accur
6b: Which shape do you like? (rate 1st - 4th a.square b. triangle	Date: / /	ΘΛ	nail:	ıy:	ext.	i	State: State: Minimum: 6	of hours worked per week: /wk Goal: /		siness X-Ray, []2. ActionVision, []3. MaxSys, []4. SAM, []5. LISA, []6. FAST TRACK, []7. MVP, []8. th shape do you like? (rate 1st - 4tha.squareb. triangle	. Trings not being accurate or done correctly b. Trings being out of control. Things not being fun or exciting D. Conflict with others.
6b: Which shape do you like? (rate 1st - 4tha.square _Ab. triangle		ΘΛ	E-mail:	ıy:	ext.	:SS:	State:	of hours worked per week: /wk Goal: /	Sales Closing Ratio: % 5. Final Closing Ratio: (If you had ten leads how many transactions would you write?) Biggest Challenge: (Getting to WOW income and working minimual hours)	. Cobhight ©5001 Shee	. Things not being accurate or done correctlyB. I hings being out of control. Things not being fun or excitingD. Conflict with others.

7. Please rate your effectiveness in dealing with the followin the first please rate where you are currently, in the []a. Ability to generate business from other profe [] b. Gain repeat business, referrals from current clie [] c. Ability to generate a large number of qualifie [] d. Effectiveness, profitability, and consistency of elationship marketing efforts [] e. Degree to which your business has grown as a prospects. [] f. Consistency of relationship marketing efforts [] f. Consistency of relationship marketing efforts [] f. Consistency of relationship marketing efforts [] f. Consistency, [] f. Personal time, [] f. Consistency, f. Consistency, [] f. Consistency, [] f. Consistency, [] f. Consistency,	7. Please rate your effectiveness in dealing with the following: 1 to 10 with 10 being the best. In the first please rate where you are currently, in the [] please rate where you would like to be. [] a. Ability to generate business from other professionals or corporate referral sources. [] b. Gain repeat business, referrals from current clients, and profitability of current clients. [] c. Ability to generate a large number of qualified leads and convert them to clients. [] d. Effectiveness, profitability, and consistency of in-person sales contacts. [] e. Degree to which your business has grown as a result of phone contact with clients and prospects. [] f. Consistency of relationship marketing efforts to retain clients, generate new prospects. [] Total a through f. [54+:Great] [48-53:Good] [42-47:Below Potential] [Less than 42:Far Below Potential]
dealing with the follo are currently, in the less from other profeerals from current clipeerals from current clipeerals from consistency of qualifie ty, and consistency of any and consistency of the siness has grown as all [48-53:Good] [42-47]. Life Balance,]-j. Life Balance,]-j. Consistency, 2002:	[_]-g. Stress, [_]-j. Life Balance, [_]-m. Time management [_]-h. Follow-through, [_]-k. Personal time, [_]-n. Marriage, [_]-i.Spiritual life, [_]-l.Consistency, [_]-o. Networking p. Past Income: : , 2002: , 2001: , 2000: q. Number of past clients for whom you have contact data: Database used: r. Would you like input, suggestions, or ideas on any of the above? [_]-Yes, [_]-No Please rate in order from 1 to 4 (with 1 being the most frustrating) which of the following would cause you the most frustration: A. Things not being accurate or done correctly B. Things being out of control C. Things not being fun or exciting D. Conflict with others. SEM-POB_DRW Copyright © 2001 Synergy Solutions, Inc. Source: aw-c02
h the following: 1 to 10 with 10 being the best. http, in the [] please rate where you would like to be. be surrent clients, and profitability of current clients. of qualified leads and convert them to clients. of qualified leads and convert them to clients. risistency of in-person sales contacts. grown as a result of phone contact with clients and grown as a result of phone contact with clients and ing efforts to retain clients, generate new prospects. ood] [42-47:Below Potential] [Less than 42:Far Below Potential] alance, []-n. Time management contact with clients and generate new prospects. onal time, []-n. Marriage, tency, 2001: Database used: ontact data: Database used: ontact data: Database used:	7. Please rate your effectiveness in dealing with the following: 1 to 10 with 10 being the best. In the first please rate where you are currently, in the [] please rate where you would like to be. a. Ability to generate business from other professionals or corporate referral sources. b. Gain repeat business, referrals from current clients, and profitability of current clients. c. Ability to generate a large number of qualified leads and convert them to clients. d. Effectiveness, profitability, and consistency of in-person sales contacts. e. Degree to which your business has grown as a result of phone contact with clients and prospects. f. Consistency of relationship marketing efforts to retain clients, generate new prospects. Total a through f. [54+:Great] [48-53:Good] [42-47:Below Potential] [Less than 42:Far Below Potential] e. Stress, []-j. Life Balance, []-m. Time management
7. Please rate your effectiveness in dealing with the followin In the first please rate where you are currently, in the []a. Ability to generate business from other profess []b. Gain repeat business, referrals from current client []c. Ability to generate a large number of qualified I []d. Effectiveness, profitability, and consistency of i []e. Degree to which your business has grown as a reprospects. []f. Consistency of relationship marketing efforts to []f. Consistency of relationship marketing efforts to []g. Stress, []-l. Follow-through f. [54+:Great] [48-53:Good] [42-47:Be []-l. Follow-through, []-l. Consistency, p. Past Income: : 2002: 2001 q. Number of past clients for whom you have contact data: r. Would you like input, suggestions, or ideas on any of the	
g:1 to 10 with 10 being the best.] please rate where you would like to be. onals or corporate referral sources. s, and profitability of current clients. pads and convert them to clients. r-person sales contacts. sult of phone contact with clients and etain clients, generate new prospects. ow Potential] [Less than 42:Far Below Potential] []-m. Time management []-n. Marriage,[_]-0. Networking, 2000:	q. Number of past clients for whom you have contact data: