

The 'Coach ability Test': How Coach able are You?

The highest achievers in sports, music, and business use coaches to gain skills and provide accountability for desired actions. They know coaches will help them leap over career barriers and crash those glass ceilings of achievement while gaining focus and inspiration.

Would you benefit from coaching? How coach able are you? (Some people just aren't very coach able!). If you're wondering if coaching will help you gain a better career, more focus, inspiration, and better balance, answer the questions below.

Rate yourself on a scale from 1 to 5, 5 being high, and 1 being low. After you've rated yourself, tally your ratings. The coach ability scores are on the last page.

Question	Rating
1. You are committed to do whatever it takes to move your career forward.	_____
2. You are feeling as though there's a 'glass ceiling' stopping you from attaining the career success you want.	_____
3. You have tried various methods to move your career ahead, but none of them seemed to work.	_____
4. You have attained most of your success through hard work, and feel you're working too many hours.	_____
5. You feel disorganized and lack a clear plan of action.	_____
6. You regard yourself as flexible and willing to try new approaches.	_____

- 7. You are willing to be held accountable to the things you say you really want. _____
- 8. You are not a quitter. You persist in actions to achieve your goals. _____
- 9. You are pretty good at motivating yourself, but feel sometimes others don't appreciate your actions. _____
- 10. You feel you can't slow down to learn and organize your career, because you're too busy being 'busy'. _____
- 11. You respond best to positive reinforcement and encouragement. _____
- 12. You have some big goals that, right now, you can't see how you can attain them. _____
- 13. If you knew you could succeed at a higher level, you would be willing to implement some business-generating methods that may not be natural to you. _____
- 14. You can identify at least 2 people in your life who have served as 'mentors' or informal 'coaches' to you. _____
- 15. You are feeling as though you need additional skills to attain that next level of success. _____

Total: _____

See the next page to tell how you scored.



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The Coach ability 'Test'

How Did You Rate?

If you scored 55-75, congratulations. You are more than ready to move your career to the next level, and are ready to be coached and be accountable to your goals. You will benefit greatly from a coaching relationship.

If you scored 35-55, you will benefit from coaching. Consider the areas where you didn't score high, and ask yourself, "Would I be willing to increase my flexibility, my learning, and my risk tolerance to achieve my goals?" With a supportive, encouraging coach, you will do well.

If you scored under 35, you may not be ready to get the benefits from a professional real estate coach. Look at the areas where you scored yourself low. Ask yourself: "What would I need to become more flexible about to move my career forward? When would I be ready to follow a system, be accountable to my goals, and accept positive motivation?" Flexibility is key to change—and it's one of the best attributes to have in this challenging market!

Take Advantage of our Complimentary Career Consultation

Find out exactly how our 4-step coaching process works with our complimentary consultation. In a scheduled ½ hour session, your coach will ask you a series of questions to help you clarify what you really want. You will be able to ask your coach about his/her real estate professional background and/or about the process. This consultation allows the two of you to decide whether you would enjoy working together. **Of course, there is absolutely no obligation, and we bet you'll get value from your ½ hour!**

Our one-on-one programs:

Career Achievement—for achieving agents

see more at www.carlacross.com

Leadership Mastery—for owners and managers

see more at www.carlacross.com

For a complimentary consultation, call us at 425-392-6914, or email us at info@carlacross.com.

(We even have a gift for you for taking advantage of the consultation!)



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