PIVOT POINT Advantage

Sell Without Selling™
Success Workbook

Week 2 - Module 5:
The 5 Levels of Leadership in Selling

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Week 2 - The Making of Your Seller Identity
Become the version of you buyers trust and follow
Module 2 - 5 - The 5 Levels of Leadership in Selling

Your Current Leadership Level

1. Where are you operating from RIGHT NOW in your sales conversations; Listener, Interpreter, Guide, Strategist, or Leader?

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2. What behaviors prove it?

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Where You Collapse Under Pressure

3. When pressure hits, where do you collapse?

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4. What is the pattern you fall back into every time?

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Your Avoidance Patterns

5. What leadership actions do you consistently avoid and what is the REAL reason you avoid them?

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Identity vs. Insecurity

6. Where are you leading / selling from insecurity instead of identity?

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Your Sabotage Pattern

7. What is the ONE sabotage pattern that keeps you from stepping into Level 5 Leadership?

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Level 5 Requirements

8. What does Level 5 demand from you that you haven't been willing to give?

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Nervous System vs. Leadership

9. Where is your nervous system leading instead of YOU leading?

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Identity Shift Required

10. What must die in your identity for Level 5 leadership to become your default?

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Immediate Implementation

11. What is the first Level 5 leadership action you will take in your next conversation?

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Your New Non-Negotiable Standard

11. What standard becomes NON-NEGOTIABLE for you after today?

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