



SimplySelfCoaching.com

Develop Your Inner Coach

Simply Self-Coaching Business Assessment

INTRODUCTION

We often have much more potential than we or others believe. We also have much more control over our life trajectories than we appreciate. The first step in reaching your potential is to know yourself, your personality, values, strengths, weaknesses, and passions! Without this knowledge, you will never reach your true potential.

“The most difficult thing in life is to know yourself.” — Thales

We need to figure out what we truly value in life and establish our long-term goals. Then we must work hard. Let’s not kid ourselves. You don’t achieve big goals by sitting around dreaming about them, or by just thinking positive thoughts. Glory doesn’t come from easy victories. It comes from achieving ambitious goals that were difficult to attain.

“Permanence, perseverance and persistence in spite of all obstacles, discouragements, and impossibilities: It is this, that in all things distinguishes the strong soul from the weak.” — Thomas Carlyle

Part 1

First: are you a full-time or part-time agent?

FT

PT

Mention 3 of your strengths related to your real estate business. Keep this in mind. Knowing your strengths is important for maximizing your potential.

- 1.
- 2.
- 3.

Mention 3 of your weakness related to your real estate business.

- 1.
- 2.
- 3.

The 3 things you like the most about your real estate business.

- 1.
- 2.
- 3.

The 3 things you don't like the most about your real estate business.

- 1.
- 2.
- 3.

The 3 things that are holding you back, stopping you from reaching the success you dream of.

- 1.
- 2.
- 3.

Are you willing to do what it takes to reach your goals in real estate? YES NO

Measuring 6 Key important areas

1. Susceptibility to Negative Emotions & Stress I tend to be: Extremely High (EH) Very High (VH) High (H)

- _____ Worried, anxious, nervous, or tense a lot
- _____ Easily stressed
- _____ Annoyed and irritable often
- _____ Discontent or moody
- _____ Pessimistic
- _____ Easily panicked when stressed
- _____ Often motivated by fear and the threat of losing something (e.g., money, health, relationships)

OR I tend to be:

Low (L) Very Low (VL) Extremely Low (EL)

- Rarely worried
- Calm almost all the time
- Patient and even-tempered
- Content
- Rarely stressed by difficult situations

2. Extraversion/External Stimulation Tolerance I tend to be:

Extremely High (EH) Very High (VH) High (H)

- Extraverted/outgoing/social
- More interested in doing things with people than alone
- High energy
- Attracted to excitement/stimulation from people or situations
- Easy and quick to feel positive emotions
- Enthusiastic

OR I tend to be: Low (L) Very Low (VL) Extremely Low (EL)

- Detached
- Reserved and serious
- Most comfortable and interested in working alone
- Even paced
- Avoidant of too much excitement/stimulation from people or situations
- Slow to experience and show lots of positive emotions
- Less enthusiastic

3. Openness to Change/New Experiences I tend to be: Extremely High (EH) Very High (VH) High (H)

- Creative
- Artistic or very interested in the arts
- Imaginative
- Curious and interested in new and diverse subjects or people
- Highly attuned to and valuing emotions and gut feelings
- Willing to experiment and try new and exotic things
- Intrigued by and open to different points of view

OR I tend to be:

Low (L) Very Low (VL) Extremely Low (EL)

- Down-to-earth
- Practical
- More interested in logic than gut feelings and emotions
- Focused on a narrower or more predictable range of interests
- Traditional
- Conservative in my perspectives
- Clear with what I believe is right and wrong

4. Agreeableness I tend to be:

Extremely High (EH) Very High (VH) High (H)

- Quite trusting
- Open and revealing with my thoughts and feelings
- Highly concerned with helping others
- More interested in cooperation over competition
- Lenient towards others' shortcomings
- Deferring to others Modest
- Highly sympathetic and easily moved by others' pleas

OR I tend to be:

Low (L) Very Low (VL) Extremely Low (EL)

- More skeptical and not easily duped
- Guarded with what I share with others
- Focused on my problems and goals
- Self-protective
- Competitive
- Vocal about what I disagree with
- Proud and not afraid to let others know
- Tough-minded and objective

5. Motivation/Self-Control I tend to be:

Extremely High (EH) Very High (VH) High (H)

- Self-controlled
- Disciplined
- Competent
- Goal-oriented
- Ambitious and driven
- Detail oriented
- Organized and planful
- Efficient
- Deliberate (take a lot of time to make decisions)

OR I tend to be:

Low (L) Very Low (VL) Extremely Low (EL)

- Unsure of my abilities
- Inefficient
- Turned off by schedules
- Disorganized
- Undisciplined

- _____ Low in ambition and drive
- _____ Avoidant of big and ambitious goals
- _____ Very spontaneous (make decisions without too much thought)

6. Openness to Change/New Experiences:

I tend to be:

Extremely High (EH) Very High (VH) High (H)

- _____ Creative Artistic or very interested in the arts Imaginative
- _____ Curious and interested in new and diverse subjects or people
- _____ Highly attuned to and valuing emotions and gut feelings
- _____ Willing to experiment and try new and exotic things
- _____ Intrigued by and open to different points of view

OR I tend to be:

Low (L) Very Low (VL) Extremely Low (EL) Down-to-earth (DE)

- _____ Practical
- _____ More interested in logic than gut feelings and emotions
- _____ Focused on a narrower or more predictable range of interests
- _____ Traditional
- _____ Conservative in my perspectives
- _____ Clear with what I believe is right and wrong

**These descriptions are primarily based on the work of Costa & McCrae.*

Tony Santiago, Broker, Coach