🗹 REALITY CHECK 1

Name: Click and type

Date: Click and type

Once you’ve completed this strategy, please submit your completed Reality Check as follows:

* + - Complete this document with your answers.
    - Save a copy of your completed *Reality Check* and email it as an attachment.

Introduction & Orientation

1. Of the five core elements of establishing and maintaining TRUST with your clients, which one(s) do you think you are already achieving at high levels and why? Click and type
2. Which of the TRUST elements (if any) do you believe need improvement? Click and type
3. How does the concept of the Loyalty Ladder affect how you should be spending your working time and resources? Click and type
4. What was your take away from the article called The Winning Edge? Click and type
5. What was the most helpful tip you took away from the Getting Started resource? Click and type