

Distraction Quiz

MORE
SALES | LESS
TIME

Mark an X on all those that apply to you. Be truthful!

- _____ 1. I keep checking to see if any new e-mail messages have arrived.
- _____ 2. I frequently bounce from one sales activity to the next (e-mails, research, phone calls, CRM updates, proposals, social media).
- _____ 3. Being “crazy busy” is exhilarating. I love, love, love it.
- _____ 4. Even if no one interrupts me, it’s hard to stay focused on a task (book, report, study) for more than half an hour.
- _____ 5. I sit at my desk staring at screens for long periods of time during the day.
- _____ 6. Thirty-plus minutes can easily disappear due to following interesting links.
- _____ 7. I’m under lots of pressure (self-imposed or management) to get results.
- _____ 8. My to-do list feels like it’s never ending.
- _____ 9. I get irritable or bored when I can’t check e-mail or go online.
- _____ 10. When working on something tough, I catch myself going online whenever I get stuck.

Distraction Quiz

MORE
SALES | LESS
TIME

SCORING: How many Xs did you have? _____

- 0-2 You might be a bit distracted, but doing fine. Kudos to you for letting technology serve you the way it's supposed to.
- 3-5 Digital distraction is hurting your productivity. It would be helpful to set up barriers to prevent you from succumbing to temptation.
- 6-8 Your online behavior is costing you hours per week and impacting the quality of your work. You can do so much better. Start experimenting with new habits.
- 9-10 Digital distraction is really impacting your sales and life. You're in the perfect position to get far better results. Challenge yourself to make some big changes.

**For more ideas on this topic,
check out More Sales Less
Time by Jill Konrath.**

Purchase the book on Amazon:
MORE SALES LESS TIME: Surprisingly Simple
Strategies for Today's Crazy-Busy Sellers

jillkonrath.com

