BLUE OCEAN
dream lab

KASH / My compact assessment

16 statements. Four areas. One specific development step.

Name: _____ Date: _____

Rate the last 14 days using specific examples. 1-2: not yet / 3-4: rarely, substantial help / 5-6: with help / 7-8: mostly independently / 9-10: reliable and able to pass it on. Without an observation, leave unanswered.

K / KNOWLEDGE

1. I can explain Test-Track-Trust clearly using current official Zinzino materials. ___
2. I can explain the four KISS steps and the purpose of each in simple terms. ___
3. I can find relevant, current Zinzino materials and recognise the limits of my expertise. ___
4. I can clearly explain how customers and partners start, the terms and the compensation basics needed to get started. ___

Area: ___ / 10

A / ATTITUDE

1. I approach suitable people on my own initiative rather than waiting for the perfect moment. ___
2. I respect a no and clarify a later response without pressure. ___
3. I take responsibility for my actions even when results do not follow. ___
4. I ask for specific feedback and put one improvement into practice. ___

Area: ___ / 10

S / SKILLS

1. I spark interest with a short personal invitation and agree on a next step. ___
2. I listen, select relevant information and help clarify a voluntary decision. ___
3. I support a new customer in using the product or a new partner in completing their first activity. ___
4. I demonstrate a simple process so my partner can carry it out independently and pass it on. ___

Area: ___ / 10

H / HABITS

1. I keep the time slots I have set aside for contacts and follow-up conversations. ___
2. I record a specific next action and date for conversations that are still open. ___
3. I record my KISS activity regularly and identify an improvement in my weekly review. ___
4. I regularly practise a specific skill and then apply it in my business. ___

Area: ___ / 10

KASH / 1-10 K: ___ A: ___ S: ___ H: ___ Overall: _____

Area = sum of its four answers / 4. Overall = fourth root of K x A x S x H (take the square root twice). Calculate only after all 16 answers. No prediction of success; compare only this compact assessment.

My focus: _____ Practice / action: _____

By: _____ Evidence of action: _____