



Ten Traits of High Achievers Assessment

Personality Trait 1 - High Self-Esteem

Point Value	Criteria	Your Score
5 points	If you are proud of yourself	
2 points	If you believe you could do anything you put your mind to	
3 points	If you truly believe you could be a multi-millionaire, if you wanted to	
Subtotal		

Personality Trait 2 - Accepts 100% Responsibility

Point Value	Criteria	Your Score
6 points	If you feel it is your job to motivate yourself.	
2 points	If your boss and/or your situation cannot de-motivate you.	
2 points	If you believe you can prosper even in poor economic times.	
Subtotal		

Personality Trait 3 - The Top 4% Work Harder

Point Value	Criteria	Your Score
2 points	If you work more than 8 hours per day (consistently)	
2 points	Take work/study home	
2 points	Don't talk to friends at work (except for emergencies or very brief encounters)	
2 points	Work while traveling	
2 points	Don't take unscheduled, non-productive coffee breaks	
Subtotal		

Personality Trait 4 - Above Average Ambition

Point Value	Criteria	Your Score
4 points	If you have the ambition to retire with enough wealth to be completely independent (of government assistance)	
4 points	If you have a constant ambition to put in the effort to evolve and grow spiritually & emotionally	
2 points	If you can describe yourself as "wildly ambitious" (to be a millionaire, super fit, etc.)	
Subtotal		

Personality Trait 5 - High Levels of Empathy

Point Value	Criteria	Your Score
6 points	If your sales efforts are more for the benefit of your clients than yourself	
4 points	If you deliver service products and help far beyond the mandatory performance as outlined by your company	
Subtotal		

Personality Trait 6 - The Top 4% Are Very Goal Oriented

Point Value	Criteria	Your Score
2 points	If you have daily goals	
2 points	If you have weekly goals	
2 points	If you have monthly goals	
2 points	If you have yearly goals	
2 points	If you have lifetime goals	
Subtotal		

Personality Trait 7 - Above Average Discipline

Point Value	Criteria	Your Score
4 points	If you exercise regularly	
2 points	If 9 out of 10 times you keep the promises you make to yourself	
2 points	If 9 out of 10 times you keep the promises you make to your clients	
2 points	If 9 out of 10 times you don't put off till tomorrow what you can do today	
Subtotal		

Personality Trait 8 - Total Integrity

Point Value	Criteria	Your Score
5 points	If you must believe in your company's product/service before you'll genuinely recommend it	
5 points	If you genuinely do what is best for your client	
Subtotal		

Personality Trait 9 - Have Optimistic Attitude

Point Value	Criteria	Your Score
Choose one of the following		
0 points	If you are pessimistic	
5 points	If you are realistic	
7 points	If you are realistic and optimistic	
10 points	If you are always looking for the silver lining, best situation	
Subtotal		

Personality Trait 10 - Top 4% Make Friends Easily

Point Value	Criteria	Your Score
Choose one of the following		
0 points	If you don't like most people	
3 points	If you can get along but don't want to be friends with most people	
7 points	If you If you can make friends with almost anyone	
10 points	If you can find something to like in anyone	
Subtotal		

Total Score

100 points = the Highest Achiever!

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