

Power of Now Questionnaire

Instructions:

Rate your agreement with each statement below using the following scale: Be honest—this is about self-awareness, not perfection.

1 = Always (100%)

2 = Often (about 75%)

3 = Sometimes (about 50%)

4 = Rarely (less than 25%)

5 = Never (0% of the time)

Section 1: Action & Urgency

1.	I follow up with leads within hours, not days.	
2.	I treat each conversation as if it may be the turning point in the deal.	
3.	I rarely procrastinate on high-impact sales actions.	
4.	I respond to client inquiries quickly, even if it's just to acknowledge them.	
5.	I proactively suggest the next steps at the moment rather than waiting to "circle back."	

Section 2: Presence & Focus

6.	Stay fully engaged during client conversations without multitasking.	
7.	I actively listen instead of waiting to speak.	
8.	I am aware of my tone, pacing, and nonverbal cues in calls and meetings.	
9.	I give my full attention to one sales opportunity at a time.	
10.	I notice and adjust when a prospect's mood or energy shifts.	

Section 3: Mental Clarity & Intentionality

11.	I approach each sales task with a clear purpose.	
12.	I regularly reset and refocus between meetings or calls.	
13.	I make decisions quickly when enough information is present.	
14.	I shift out of distraction fast when I catch myself zoning out.	
15.	I track where my time goes and course-correct when it drifts from priority actions.	

Section 4: Momentum & Follow-Through

16.	I move a deal forward within 24 hours of every significant conversation.	
17.	I prepare agendas in advance to drive productive meetings.	
18.	I never let discomfort delay an important outreach.	
19.	I use time blocks or similar techniques to maintain productive flow.	
20.	I document and act on follow-ups immediately after meetings.	

Section 5: Time Mastery & Ownership

21.	I limit distractions and protect "deep work" time.	
22.	I complete daily sales priorities without rollover.	
23.	I front-load my schedule to make space for the unexpected.	
24.	I treat urgency as a habit, not a reaction.	
25.	I choose NOW over perfect starting before I feel 100% ready.	

Scoring

Add up your total score

Score Range Interpretation (Total Possible Score: 25–125)

Score 25–50 / Now-Led Performer - *You're decisively present and action-oriented. Your urgency inspires results and confidence. You don't waste a second. Whether it's seizing momentum in a live call, responding decisively to objections, or capitalizing on micro-opportunities between meetings, you live in the moment with intention. You lead with presence, not pressure, balancing urgency with composure. Clients feel your attentiveness. Colleagues rely on your follow-through. You're not just fast; you're aware, engaged, and adaptive in real-time.*

Proactive Suggestions

- Leverage momentum by sharing your habits or leading a "speed-to-action" challenge with peers. Start coaching others on recovery from hesitation.

Reflection

- "Where am I efficient—but still not fully present?"

Score 51–75 / Consistently Timely with Pockets of Delay - You demonstrate a strong baseline of urgency and responsiveness. You're capable of stepping up when it matters. However, you may unconsciously triage specific actions, letting tasks that feel less urgent, emotionally taxing, or less visible drift. Some delays may stem from over-perfectionism, emotional resistance (e.g., fear of rejection or negative feedback), or lack of clarity on what's "worth" acting on now.

Proactive Suggestions

- Identify your pattern of delay, is it emotional (fear of rejection), cognitive (overanalyzing), or procedural? Introduce "2-minute decisions" or a 24-hour response habit.

Reflection

- "When do I stall, and what do I tell myself to justify it?"

Score 76–100 / Intermittent Presence and Proactivity - You're capable. You show up. But not always all in. Your sales presence has flashes of brilliance—when focus, energy, and urgency align, but those flashes are sporadic. At other times, you may feel distracted, mentally elsewhere during calls, or stuck overanalyzing instead of taking action. Tasks slip through the cracks not because you don't care but because your attention is fragmented or your trigger to act is inconsistently engaged. You're chasing the moment, not steering it.

Proactive Suggestions

- Reframe Self-Talk with Present Tense Identity - Replace "I need to be more urgent" with "I am someone who acts quickly." Identity leads to behavior. Write it. Say it. Become it.
- Anchor your day - with morning intention and midday check-in. Start using a trigger phrase like "right now" when hesitating.

Reflection

- "What would happen if I always acted on the most obvious next step?"

Score 101–115 / Passive or Hesitant Engagement - You're likely insightful, thoughtful, and capable, but your timing is off. You often recognize what needs to be done... and then hesitate. The moment to act drifts past. It's not a matter of ignorance; it's the lag between recognition and execution. This hesitation may stem from perfectionism, fear of being judged, unclear priorities, or even mental fatigue from overprocessing. It's a form of self-protection disguised as "waiting for the right time."

Proactive Suggestions

- What emotion am I trying to avoid right now?"—fear of rejection, inadequacy, uncertainty? Labeling it reduces its grip.

- Track each time you override hesitation, even in small ways. Wins reinforce the action, which reshapes identity. “I’m someone who moves.”

Reflection

- “What am I protecting by delaying and is it really worth the cost of inaction?”
- “What pattern or belief makes me pause, even when I already know what to do?”

Score 116–125 / Urgency Vacuum - *In this state, time passes, but momentum doesn't follow. You might know what needs to happen, yet feel paralyzed, burnt out, or indifferent. Action is delayed not because you lack skill but because focus feels fractured and motivation is drained. Tasks that once felt energizing now seem heavy. You may find yourself reacting to the day instead of driving it, stuck in loops of avoidance, overthinking, or just emotional fatigue.*

Proactive Suggestions

- Start tiny: respond to one thing within five minutes of reading it. Rebuild rhythm with “now or never” checklists. Seek a support partner for accountability.
- Adopt a “One-Step Rule” : Each morning, identify one meaningful sales action you will complete, no matter what. Keep it small. The goal is proof of motion, not perfection.
- Use a “Momentum Timer.” Set a 20-minute sprint timer once in the morning and once in the afternoon. Choose a task you’ve been avoiding. Let the timer guide you, not motivation.

Reflection

- “If I acted with urgency on just one thing each day, how would that compound in a week?”
 - Where have I let hesitation define my day instead of discipline?”
 - “If urgency became an act of self-respect, not pressure, how would I show up differently?”