

Understanding | Reference

You have a knack for sensing the value in something. Depending on your exact nature, that "something" may be artifacts, bits of information, or even ideas. You also see that over time, building a collection of related items can enhance the overall value. In practical terms what this means is that you collect things that may turn out to be valuable at some later point in time. For example if you had it in mind to build a deck on your house, you are very likely to collect any information you find that might be useful, and put it someplace where you can get at it when you need it.

In sales, this means that you may be intrigued by accumulating information about your customers or about your industry. This means you can become a valuable resource when customers or colleagues need assistance. It is also likely that you are a good listener and pay careful attention to and even record important information. Once you understand a customer's problem, the more you will be on the lookout for a solution. These solutions may be directly related to what you are selling or just a way to provide added value to your relationship. Either way, your value as a resource is enhanced.

Collaboration Alert: This talent can be refined by a bit of organizational flair. If that is a weak area for you, find an easy way to keep track of what you are saving. This may involve finding someone to help you.

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The Science of Performance