



“Settle the Claim!”

My Tactical Value Worksheet



Priority	Item	Value 1-10
1	Mental Toughness - Control	
2	Mental Toughness - Commitment	
3	Mental Toughness - Challenge	
4	Mental Toughness - Confidence	
5	Readiness-Physical	
6	Readiness - Mental	
7	Meeting Techniques General	
8	Meeting Techniques – Last to Speak	
9	Meeting Techniques – Switch Yes to No	
10	Meeting Techniques – Tactical Empathy	
11	Meeting Techniques - Mirroring	
12	Meeting Techniques – Dynamic Silence	
13	Meeting Techniques – Build Report	
14	Meeting Techniques – Illusion of Control	
15	Tactical Questions – Open Ended	
16	Tactical Questions – Open Opportunity	
17	Tactical Questions – Leading	
18	Tactical Questions – Low Key	
19	Tactical Questions – Sequential	
20	Tactical Questions – Flattery	
21	Tactical Questions – Probing	
22	Tactical Questions – Emotional Thermometer	
23	Opening Offer – Used Exterior Influencer Value Sheet	
24	Opening Offer – Last to Go	
25	Walk Away Point - Used Internal Influencer Value Sheet	
26	Close – Used / Defended Tradeables	
27	Close – Used / Defended Flinch	
28	Close – Used / Defended Vice	
29	Close – Used / Defended Salami	
30	Close – Used / Defended Knocking Solution	
31	Close – Used / Defended Reluctant Attitude	
TOTAL		
Divide total by number of listed items		WEIGHTED MINDSET VALUE