

Top Agent Performance Matrix

'These are the skills of a 'Top Agent' today. Consider your own skills and see in which quadrant they sit. If any of your skills are in the other quadrants they will require the action noted and recommended in red' - John Highman

'Any skills in this quadrant support a turnaround strategy and solution'

'Any skills in this quadrant require a defensive approach and strategy.'

'Any skills in this quadrant require a process of diversification to protect your agent position.'

