

MAKING THE GRADE

Role-playing isn't easy — and that's exactly why we do it. It takes courage to put yourself out there, to be evaluated, and to face feedback head-on. The grading scale you'll see today is not a final judgment on who you are as a professional — it's simply a snapshot of this one presentation. The goal isn't perfection; the goal is progress. Every rep you take in role-play sharpens your skills, builds your confidence, and moves you closer to mastery.

Grading Scale

1 – Bum	→	<ul style="list-style-type: none"> • You lost the client before you finished your name. • The only thing you closed was your laptop.
2 – Get Your Resume Updated	→	<ul style="list-style-type: none"> • This career might not be your calling... and LinkedIn is free.
3 – Rookie Mistake(s)	→	<ul style="list-style-type: none"> • You came in with energy but forgot the facts. • Client now thinks “diversification” is a yoga pose.
4 – Needs a Practice Squad Spot	→	<ul style="list-style-type: none"> • You’ve got some tools, but the playbook is upside down. • Client was more confused at the end than the beginning.
5 – Average Joe	→	<ul style="list-style-type: none"> • Nothing terrible, nothing memorable. • Client leaves thinking, “Yeah... maybe I’ll shop around.”
6 – Bringing My Lunch Pail (Work to Do)	→	<ul style="list-style-type: none"> • You showed grit and effort, but technique needs polish. • The hustle is there — the finesse is not.
7 – Ready to Play in the Game	→	<ul style="list-style-type: none"> • Solid, confident, and client-ready. • Not flashy, but trustworthy — the dependable starter.
8 – Pro’s Pro	→	<ul style="list-style-type: none"> • Professional, smooth, and convincing. • Client leaves nodding, maybe even taking notes — you’re in the zone.
9 – Baller	→	<ul style="list-style-type: none"> • You crushed it. • Client is ready to sign, refer their friends, and buy you lunch.
10 – Legend	→	<ul style="list-style-type: none"> • Goosebumps presentation. Client didn’t just agree — they’re inspired. • This story will be told in training sessions for years.

Remember, the grading scale is just a tool — not a label. Whether you scored as a ‘Rookie’ today or a ‘Legend,’ it only reflects this single role-play, not your future. Without practice, skills fade; with practice, they grow. The only way to improve — and to stay sharp once you’ve reached a high level — is to keep showing up, keep putting in the work, and keep pushing yourself.

Role-playing is the practice field...and the better we practice here, the more successful we’ll be when it really counts.