



## PROFILES SALES INDICATOR

|                            |  |
|----------------------------|--|
| <b>Measures:</b>           | The five key qualities that make successful salespeople: <ul style="list-style-type: none"><li>• Competitiveness</li><li>• Persistence</li><li>• Self Reliance</li><li>• Energy</li><li>• Sales Drive</li></ul>  |
| <b>Predicts:</b>           | Performance in 7 critical sales behaviors: <ul style="list-style-type: none"><li>• Prospecting</li><li>• Closing Sales</li><li>• Call Reluctance</li><li>• Self Starting</li><li>• Teamwork</li><li>• Building &amp; Maintaining Relationships</li><li>• Compensation Preference</li></ul> |
| <b>Time To Take:</b>       | 15-20 minutes  |
| <b>Validation Studies:</b> | 2000, 2001   |
| <b>Two Reports:</b>        | <i>Management Report</i> , used for selection, coaching, training, and beating the "80/20 Rule."<br><i>Individual Report</i> , for self improvement programs   |
| <b>Customizable:</b>       | Customizes Job match patterns by: <ul style="list-style-type: none"><li>• Company</li><li>• Sales Job</li><li>• Manager</li><li>• Geography</li></ul>  |
| <b>Administration:</b>     | Internet and Paper/pencil  |
| <b>Scoring:</b>            | Internet   |