



Report designed for Performance Model

# Widget Bender

**CONFIDENTIAL**

## Profiles Sales Indicator™ Candidate Matching

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## Summary

This report provides a comparison of selected candidates to the Widget Bender Performance Model. This information will help organize your interviews when more than one candidate is being considered for the same job. The percentage match to this model is shown for each candidate. The percent match reflects each candidate's Thinking Style, Interests and Behavioral Traits combined.

You should select candidates appropriate for the Widget Bender Performance Model listed here and view the report(s) specific to each candidate.

Please note that this report does not measure or consider candidates' education, training, or experience, nor does it consider job skill requirements.

Candidates	Widget Bender % Match
<b>Sally Sample</b>	<b>69%</b>
<b>Jim Jones</b>	<b>68%</b>
<b>Adam Smith</b>	<b>61%</b>
<b>Thomas Trouble</b>	<b>51%</b>

**NOTE:** Please consult the User's Guide for additional information on using these results. As discussed in the User's Guide for this product, the results from this, or any assessment should never make up more than a third of the final decision in placements.

## Summary Graph

The shaded boxes represent the Widget Bender Performance Model.

**Competitiveness**     1 2 3

**Self-reliance**       3 4 5

**Persistence**        4 5 6

**Energy**          6 7 8

**Sales Drive**            8 9 10

## Employee Descriptions

### Competitiveness

It is rather easy for the ideal candidate to accept another individual's influence or authority. If one individual in the team is prone to take charge independently, he or she usually has less of a problem with it than others.

### Self-reliance

For the ideal candidate, a little predictability can go a long way toward personal satisfaction if balanced with a moderate level of spontaneity. He or she should be able to approach a novel situation with interest and try new ways to deal with unexpected outcomes.

### Persistence

The ideal candidate may sometimes work at what he or she will be most successful with but sidestep risking failure in additional undertakings. He or she is willing to consider the need to rethink such a risky objective.

### Energy

The ideal candidate will be often on the move but occasionally requires time to recuperate. He or she should be open to working closely with others to build and share enthusiasm and encouragement.

### Sales Drive

The ideal candidate derives motivation from within, occasionally taking the lead as a source of encouragement to others. Although the service he or she provides to customers and clients is essential, the winning aspects of successful sales are the true reward of this profession for him or her.