



Report designed for

**Sally Sample**

**CONFIDENTIAL**

# Profiles Sales Indicator™ Individual Report

Assessment Taken: 3/25/10 Printed: 5/25/10

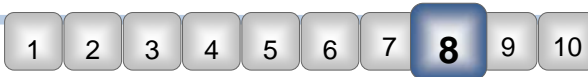
Profile Strategies  
800-406-0087  
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## Summary Graph

### Competitiveness

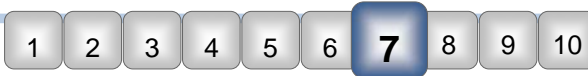
*Reserved  
Non-confrontational  
Cooperative*



*Persuasive  
Confident  
Assertive*

### Self-reliance

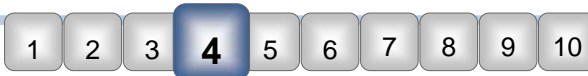
*Welcomes support  
Appreciates the need  
for procedures*



*Independent  
Individualistic*

### Persistence

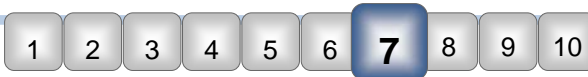
*Flexible  
Good sensitivity*



*Persevering  
Unwavering*

### Energy

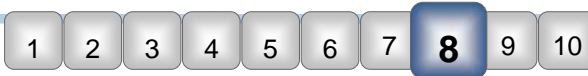
*Systematic  
Steady paced*



*High endurance  
Spontaneous*

### Sales Drive

*Relaxed  
Unassuming*



*Success oriented  
Outcome focused*

## Sales Indicator Summary

The Profiles Sales Indicator reviews five qualities that are frequently considered important for success in sales. These statements may be considered as part of a self-development program.

### Competitiveness

- Some individuals express themselves less enthusiastically than you do, which may be a cause for some frustration.
- You are often one of the first to accept a leadership role, and may even find following others tedious.
- The assertiveness and competitiveness needed to pursue sales with confidence come naturally for you.
- Your confidence in expressing yourself may occasionally be misinterpreted as unwarranted pride.

### Self-reliance

- You are capable of performing well when you are allowed to determine the process to be taken toward a goal in a self-reliant fashion.
- The solitary aspect of some sales careers (doing your best on your own) can be fun for you. Even so, appreciate the occasion to work with others cooperatively.
- Your above-average autonomy and individualism often leads to innovative goal setting and accomplishment.
- You are willing to turn to another salesperson for advice when you encounter a unique problem at work, but tend to favor self-sufficiency as much as is reasonable.

### **Persistence**

- When others feel stressed, it may affect how you think as well, depending upon how organized you are.
- Other people may test your tolerance, especially when you are under great tension.
- You may sometimes work at what you are most successful with but sidestep risking failure in additional undertakings.
- Failure may, from time to time, be difficult for you, but you do seem to have the traits needed to accept occasional risk.

### **Energy**

- The hustle and bustle of a dynamic profession can be motivational for you, but you sometimes appreciate the opportunity to relax and catch your breath.
- You are often on the move, but occasionally require time to recuperate.
- Coping with numerous responsibilities at the same time creates a balance of positives and negatives for you.
- Working behind a desk, with little or no change in the routine, can sometimes be rather annoying for you.

### **Sales Drive**

- You tend to call attention to individual merits over group results when applauding the work of others.
- You are able to state your outlook decisively and with conviction.
- You derive motivation from within, occasionally taking the lead as a source of encouragement to others.
- You rarely dismiss an opportunity and may notice others being more cautious than you are.

NOTE: The brief statements provided in this report are typically descriptive of those who responded in a manner similar to you. This content should be considered in conjunction with other sources of information in the development of any self-development programs.