

Profiles Sales Indicator™

CONFIDENTIAL

INDIVIDUAL REPORT

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Sally Sample

Profile Strategies

800-406-0087

jobfitnow@tcsn.net

www.personnelinsights.com



*Building and Retaining
the
High-Performance
Company*

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

- You rarely find it difficult to express your ideas or defend your opinions to others.
- When competition takes form, you are often ready for the challenge.
- Your confidence in expressing yourself may occasionally be misinterpreted as unwarranted pride.
- The assertiveness and competitiveness needed to pursue sales with confidence come naturally for you.

Self-Reliance

- The challenge of making judgments on your own can be motivational for you, but your traits do not prevent you from working cooperatively as needed.
- 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.
- If too much routine conformity is expected of you in the workplace, you may occasionally refuse to give in, choosing to try your own way to achieve objectives.

Persistence

- You could sometimes enjoy a prospect that did not demand great amounts of your private time.
- You may sometimes work at what you are most successful with but sidestep risking failure in additional undertakings.
- Other people may test your tolerance, especially when you are under great tension.
- Failure may, from time to time, be difficult for you, but you do seem to have the traits needed to accept occasional risk.

Energy

- Coping with numerous responsibilities at the same time creates a balance of positives and negatives for you.
- 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.
- A work place that is low in unplanned challenges can sometimes be monotonous for you; you may try to find fresh and stimulating objectives to keep you interested.
- If given the opportunity to balance excitement with consistency in your everyday procedures, you usually accept with interest.

Sales Drive

- For you, the means to an end can usually be justified by successful accomplishment.
- Although the service you provide to customers and clients is essential, the winning aspects of successful sales are the true reward of this profession for you.
- You are capable of making unpopular decisions when necessary, willing to force results in conflict-ridden conditions.
- You tend to call attention to individual merits over group results when applauding the work of others.

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.

Sales Indicator Graph

Competitiveness

- Reserved
- Non-confrontational
- Cooperative



- Persuasive
- Confident
- Assertive

Self-Reliance

- Welcomes support
- Appreciates the need for procedures



- Independent
- Individualistic

Persistence

- Flexible
- Good sensitivity
- Limited follow-through



- Persevering
- Unwavering
- Emotionally tough

Energy

- Systematic
- Steady paced
- Patient



- High endurance
- Spontaneous
- Fast paced

Sales Drive

- Relaxed
- Unassuming
- Process focused



- Success oriented
- Outcome focused
- Internally driven