



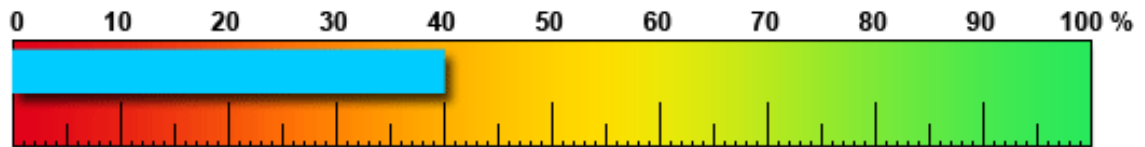
AutoSalesPro

OVERALL RECOMMENDATION



PROCEED WITH EXTREME CAUTION
PROCEED WITH CAUTION
 PROCEED

PROBABILITY OF SUCCESS



SCIENCE SCORE

	Score		Rating
BD = Business Development Predicts Daily Activity and Survival	<u>46</u>	If BD 100 or more 5 If BD 75 - 99 4 If BD is less than 75 3	<u>3</u>
AP = Achievement Potential Describes Motivational Factors and Predicts Closing Style	<u>8</u>	Subtract 1 if: AP is less than -15 or SS is less than 25	<u> </u>
SS = Structure Describes the Comfort and Need for Structure and Systems	<u>38</u>		
SC = Self Confidence Reflects Feelings of Being in Control	<u>-2</u>	Subtract 1 if: SC is less than 40 or CR is less than 40	<u>-1</u>
MR = Managing Rejection	<u>20</u>		
		FINAL SalesPro™ RATING (min.=1)	<u>2</u>

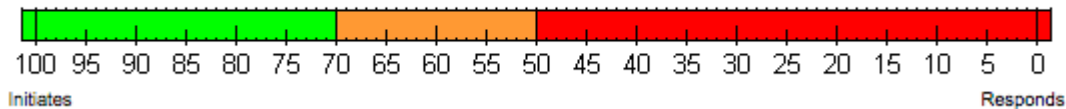
Science Rating

5 Excellent	4 Above Average	3 Average	2	1
Proceed			Proceed with Caution	Redirect

CHARACTER TRAITS – PERSONALITY

BUSINESS DEVELOPMENT : Competitiveness; Self-management / Enterprising potential; Initiating vs. responding; Ability to plan, organize and monitor own results.

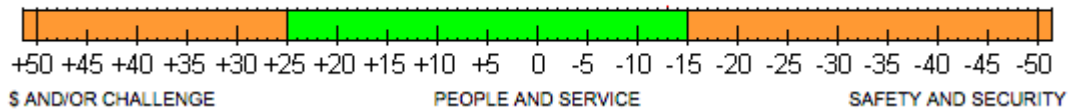
ENTERPRISING POTENTIAL - BUSINESS DEVELOPMENT



Scores	Interpretation
>70	Excellent - Good self-manager; competitive, and proactive in setting goals.
50 - 70	Mild Caution - More responsive than proactive; lower than average self management.
< 50	Strong Caution – Very responsive and needs a process to follow in order to self manage.

WHAT MOTIVATES (ACHIEVEMENT POTENTIAL): Closing Style/Motivation; Sense of urgency; Relationship Building.

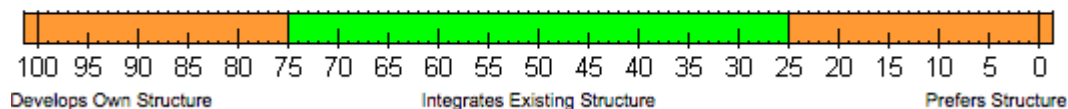
ACHIEVEMENT POTENTIAL - MOTIVATIONAL STRUCTURE



Scores	Interpretation
>25	Mild Caution – Hard closer, can be impatient at times with clients, motivations are towards money and challenge primarily;
25- -15	Excellent – Good closer, balance between money/challenge and relationship building and has a good sense of urgency.
< -15	Mild Caution – Motivated by safety/security and the people side of the business; tendency to be service oriented; soft closer; good fit to relationship-based sales; persuasive

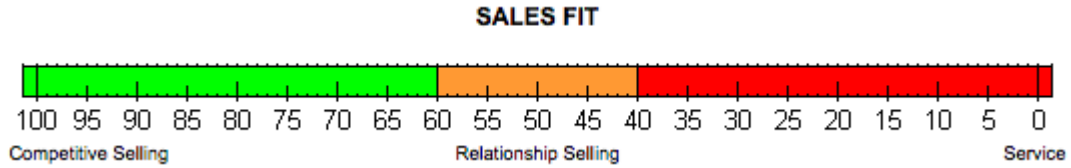
STRUCTURE : Need for structure and feedback; Coaching style; Retention

STRUCTURE AND SYSTEMS



Scores	Interpretation
>75	Mild Caution – Prefers autonomy in their work environment. This person prefers minimal amount of feedback or interaction with the team. Could be some challenges with coaching.
25 - 75	Excellent –The people work well within a team player and existing structure, but can act independently.
< 25	Caution – Strongly oriented towards dependency; may require more than usual attention from the manager or people on their team. This person has a high need for structure, feedback and reassurance on a continual basis.

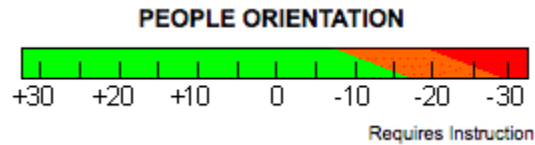
SALES FIT: A person's level of suitability for a sales role



Scores	Interpretation
>60	Excellent – Excellent fit to a sales role
40 - 60	Mild Caution – Some concerns for a sales role
< 40	Strong Caution – Not a fit for a sales role

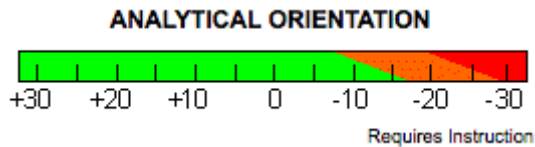
COMMUNICATION STYLE

PEOPLE ORIENTATION: A person's natural interpersonal communication style



Scores	Interpretation
> 0	Excellent – Very sociable, outgoing and friendly
< 0	Mild Caution - May not be comfortable dealing with other people

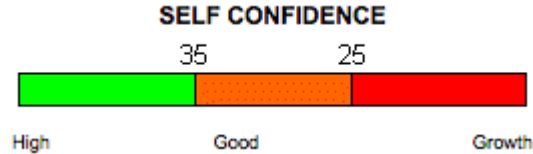
DETAIL ORIENTATION: Interest in learning technical material; Detail orientation



Scores	Interpretation
10 - 0	Excellent – Will pay attention to the details and enjoys learning.
-10- -30	Mild Caution – Learns only the necessities.
<-30	Strong Caution – Does not like details.

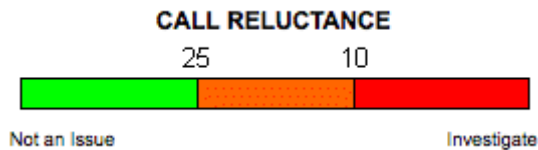
ATTITUDES

SELF CONFIDENCE: The degree of feeling in control of their own environment.



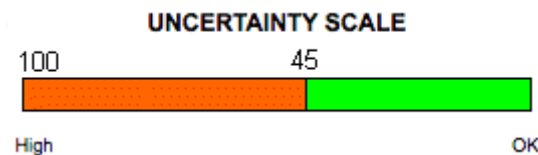
Scores	Interpretation
> 35	Excellent – Feeling very much in control, high level of self confidence
25 - 35	Mild Caution - May not be feeling in control. Explore Caution.
< 25	Strong Caution – does not feel in control of their environment. Explore cautions

MANAGING REJECTION: The orientation to seek commitments from associates and hold them to their commitments



Scores	Interpretation
> 30	Excellent – Strong focus on attaining commitment
10 - 30	Mild Caution – Some concerns. Explore Caution.
< 10	Strong Caution – Low desire to attain commitment. Explore caution.

UNCERTANTY SCALE (Honesty): Reliability of Results



Scores	Interpretation
> 45	Excellent – Results are Reliable
< 45	Caution – Results warrant further exploration.