

Indirect Sales Rep Report

October 24, 2006

The Receiver
Your Company
P.O. Box 1234
Anycity, USA 40000-1234

Personal & Confidential

Bottom-Line Recommendation

Candidate: John Smith
Position: Indirect Sales
Bottom-Line: Recommended

The validity scales from the Self-Descriptive Index indicate that Mr. Smith was exceedingly candid in answering the questionnaires and went out of his way to be honest. Therefore, the profile results are an accurate description of his work approach and motivational needs.

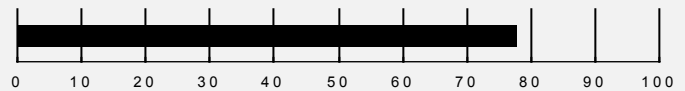
Summary of Candidate's Critical Selling Skills Potential

Agreed-Upon Skills	Candidate Score
RESPONDS AT ANY HOUR	78%
ACCOUNT PENETRATION BY CROSS SELLING	80%
MAKES FORMAL SALES PRESENTATIONS	84%
CLOSES THROUGH PERSONAL IDENTIFICATION WITH THE PRODUCT/SERVICE	51%
TEACHING IN A STRUCTURED SETTING	66%
MAKES JOINT CALLS	34%
DEVELOPS COMPREHENSIVE PRODUCT KNOWLEDGE TO BE A CREDIBLE RESOURCE	93%

In-Depth Evaluation of Critical Indirect Sales Skills Potential

RESPONDS AT ANY HOUR

SCORE
78%



Definition: Organizes time to cover ongoing priorities and will make arrangements to cover whenever absence is unavoidable; understands that rewards are commensurate with effort and invests the time to get the job done; uses time efficiently during regularly scheduled hours so that extra hours are not inevitable, but is responsive to additional requirements or demands when necessary.

Skill/Capability Level: Mr. Smith not only resists the distractions of non-work related issues in order to focus on ongoing priorities during the workday, but he will respond to the needs of customers even after hours. He remains available and accessible to customers within and outside of regularly scheduled business times. If he is unavailable, he will arrange for someone else to be prepared to help his customers. He will coordinate for a back-up system or informed person to cover his customers' unexpected needs during his absence.