

New Business Development Sales Report

Personal & Confidential

October 24, 2006

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

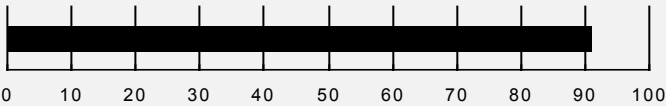
Candidate: John Smith
Position: New Business Development
Bottom-Line: Recommended

The validity scales from the Self-Descriptive Index indicate that Mr. Smith answered our questionnaires in an exceedingly honest and candid manner. There was no indication of deception on his part. As a result, the test results accurately describe his motivational needs and work style.

Summary of Candidate's Critical Selling Skills Potential

Agreed-Upon Skills	Candidate Score
EFFECTIVE NETWORKING	91%
PROBLEM-SOLVING	84%
QUALIFIES PROSPECTS WITH STANDARD PROBES	42%
COMMITTS TIME AND EFFORT TO ENSURE SUCCESS	81%
CLOSES THROUGH LOGICAL, INCREMENTAL STEPS	37%
OPPORTUNISTIC	58%

In-Depth Evaluation of Critical New Business Development Skills Potential

EFFECTIVE NETWORKING	SCORE	
	91%	

Definition: Takes a proactive approach to business/social interactions; will expand contacts consistently; is comfortable meeting new people and stimulating the conversation.

Skill/Capability Level: Mr. Smith takes a proactive approach to business and social interactions. He does not stand back and wait for others to come to him and strike up conversation or show interest, but he steps forward and takes the initiative to begin conversation and hence become associated with his product and services.