



**Confidential
Individual Report**

for

Steve Sample

Friday, January 12, 2001

**Profiles International, Inc.
5205 Lake Shore Dr.
Waco, Texas 76710
254-751-1644**

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.
- Your confidence in expressing yourself may occasionally be misinterpreted as unwarranted pride.
- When competition takes form, you are often ready for the challenge.
- Some individuals express themselves less enthusiastically than you do, which may be a cause for some frustration.

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.
- 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.
- 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.

Persistence

- Failure may, from time to time, be difficult for you, but you do seem to have the traits needed to accept occasional risk.
- You may occasionally suggest that a project cannot be completed with limited resources and propose trying a new plan.
- 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.

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.
- Your moderate level of determination and enthusiasm can be motivational to others, yet you are equally capable of turning to others for your motivational needs.
- Working behind a desk, with little or no change in the routine, can sometimes be rather annoying for you.
- Coping with numerous responsibilities at the same time creates a balance of positives than negatives for you.

Sales Drive

- You are able to state your outlook decisively and with conviction.
- 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.
- Success is the primary motivation for you in most situations.
- You are capable of making unpopular decisions when necessary, willing to force results in conflict-ridden conditions.

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

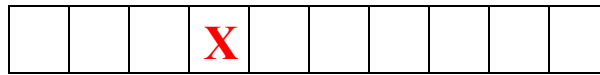
- Welcomes support
- Appreciates the need for procedures



- 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