



PI Worldwide
Member Firm



"Turbo-Charge Your Sales Team: How to get the best out of each of your sales people"



PredictiveResults

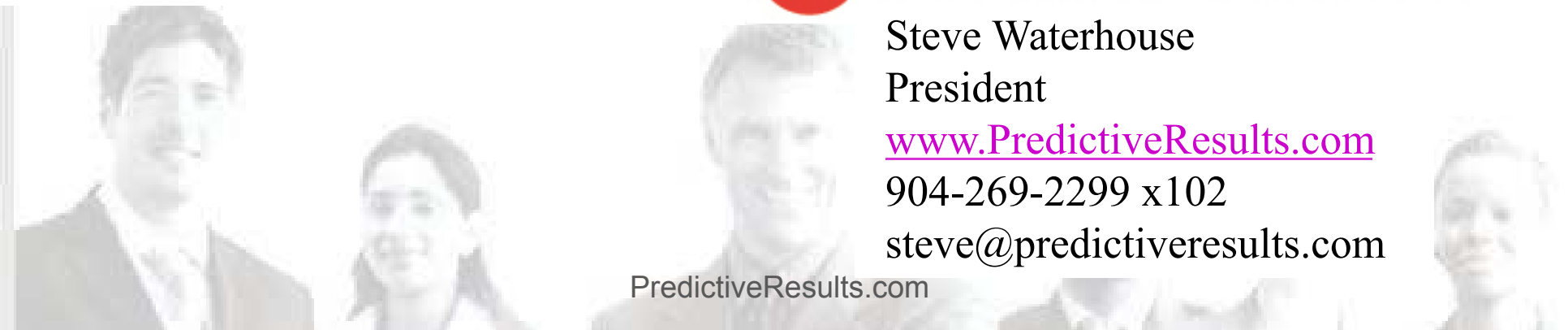
Steve Waterhouse
President

www.PredictiveResults.com

904-269-2299 x102

steve@predictiveresults.com

PredictiveResults.com



Your Job



**120% of Forecast
Every Month**



Putting It All Together



Skill



Behavior



More
Sales
&
Profits



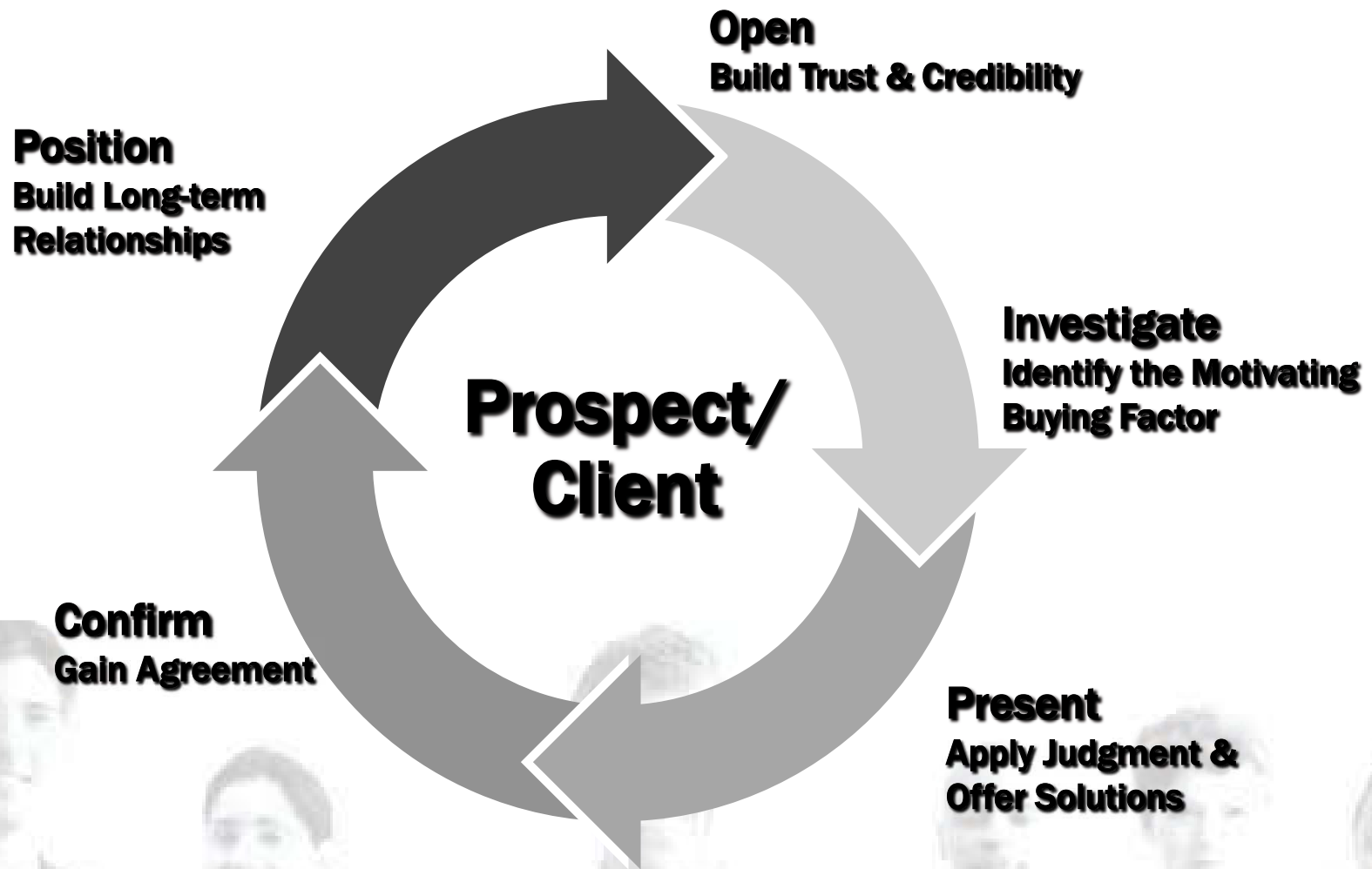
Typical Sales Training





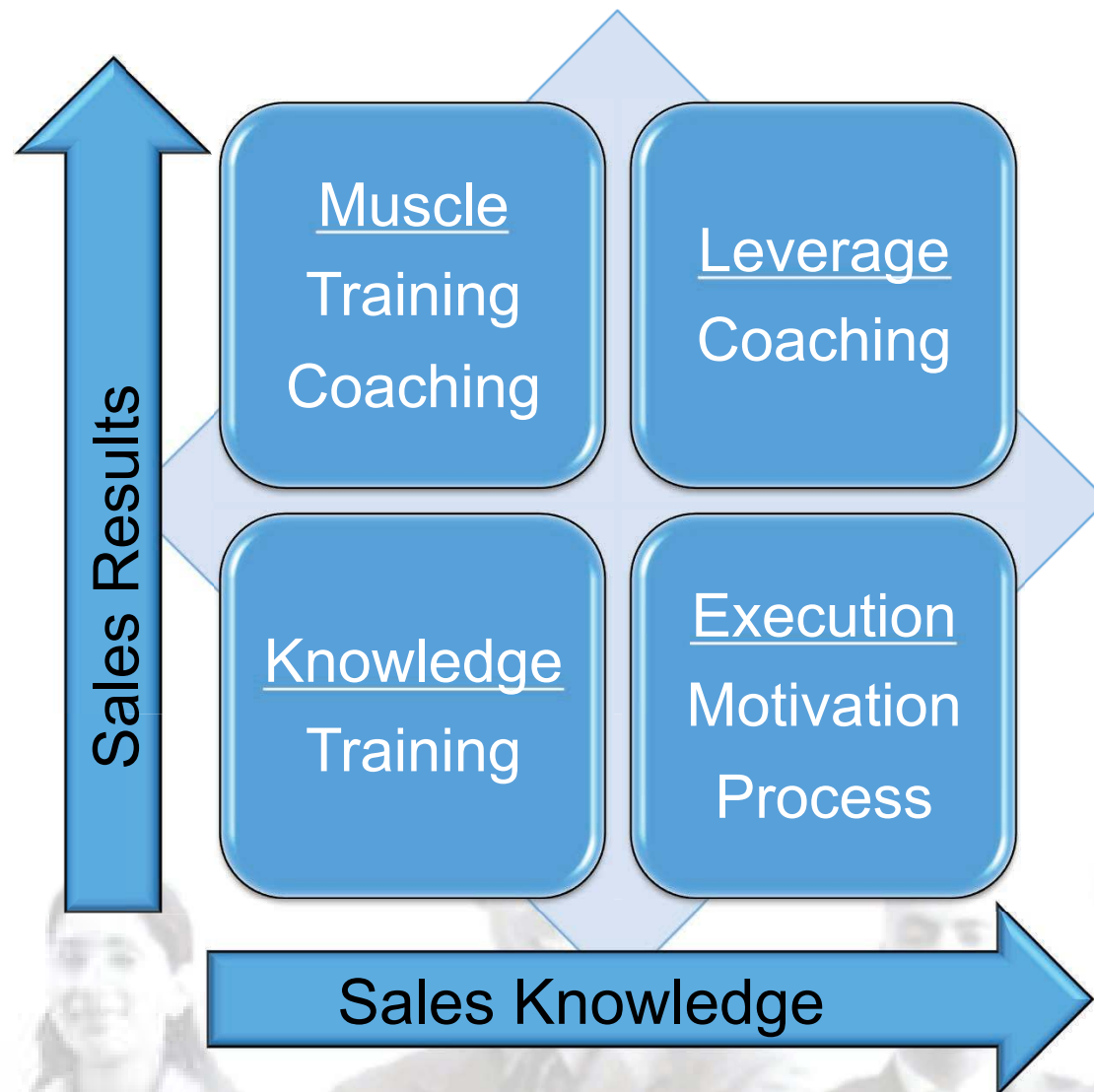
PI Worldwide
Member Firm

SSAT Analysis

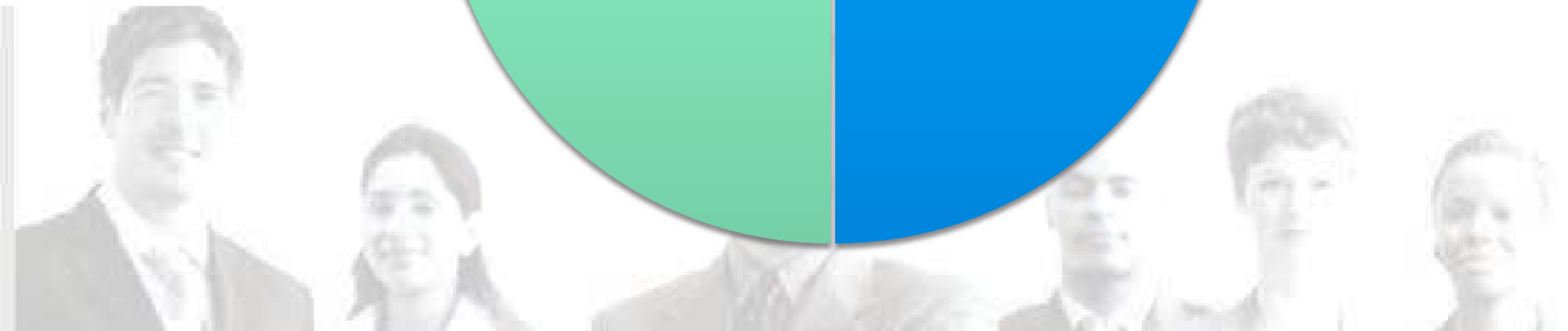
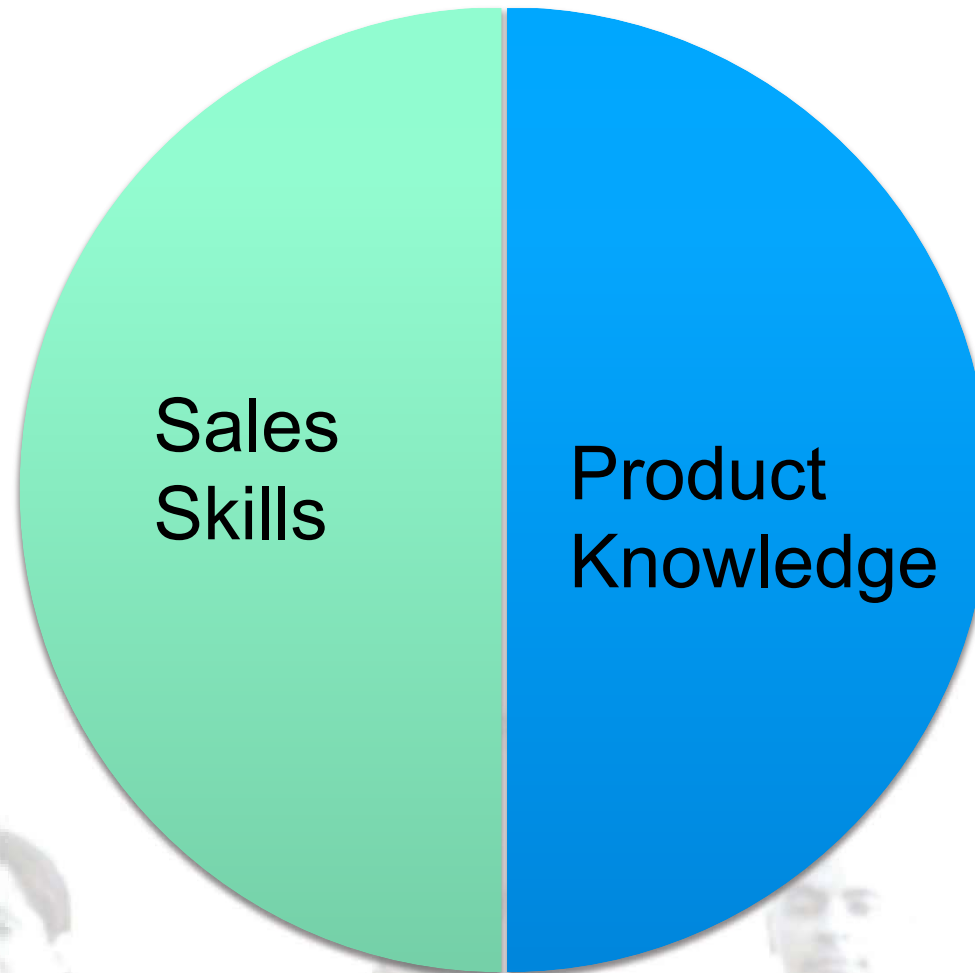


© Copyright 2004 Praendex
Incorporated

Knowledge and Results



Successful Sales People





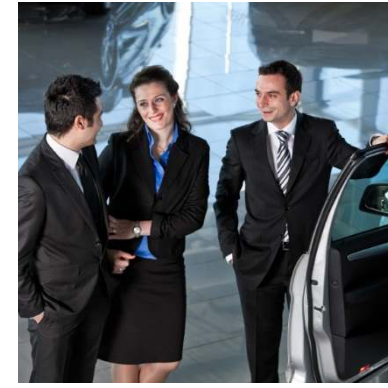
Why do some people do
what it takes to be successful,
while others seem to refuse?



The Cost of Poor Selection



Bottom 25%



Top 25%



Origin of Assessments



Before WWII

- “90 Day Wonders”
- Great training = Great performance



Origin of Assessments



After WWII

- Critical people failed
- Great training was not enough
- Some can, some can't



Putting It All Together



Skill



Behavior



More
Sales
&
Profits

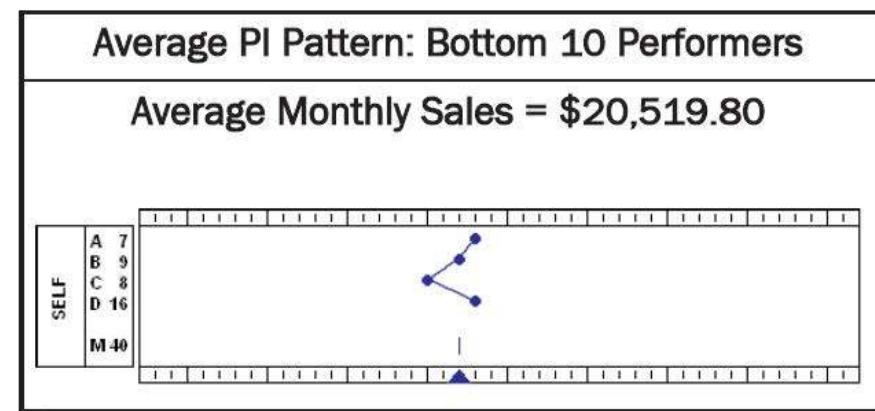
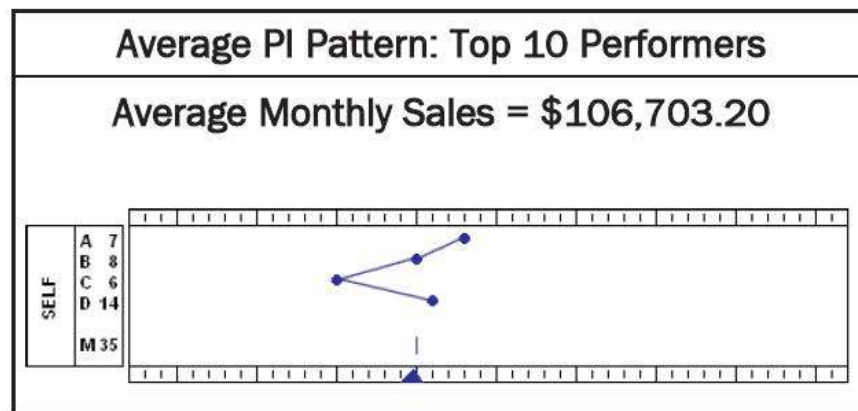


Case Study: Outside Sales



Results

The top performers achieved over 5 times more sales volume than bottom performers, averaging over \$80,000 a month in additional sales.

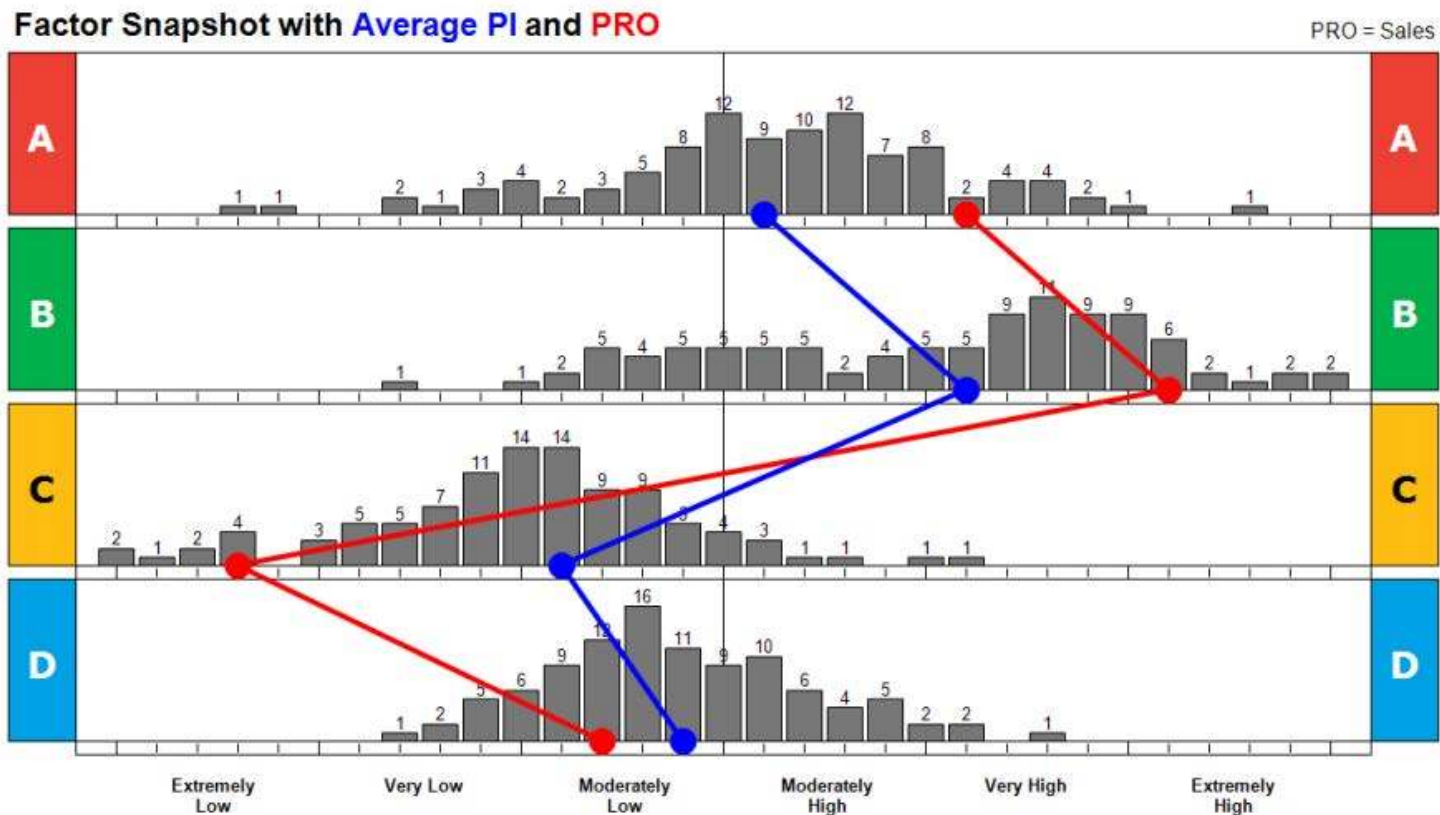


CRITERIA: This statistical analysis is based on a PI validity study conducted with 32 outside sales representatives. PI validity studies determine the statistical connections between PI profiles and job performance. Quantitative Measurement Criteria is based upon 27 months of sales volume.



Analyzing Your Team

Good Data Drives Better Decisions



People – The Right Ones



PredictiveResults.com

What They Don't Know Can Hurt You?





PI Worldwide
Member Firm



“You can have the best strategy and the best building in the world, but if you don’t have the hearts and minds of the people who work with you, none of it comes to life.”

Renee West
President and C.O.O.
Luxor and Excalibur Hotel



Motivation Makes It Happen



- Winners
- Team Players
- Experts



Expert



- Always right
- Hates criticism
- Often critical
- Cautious in new areas
- Overthinks everything
- Slow to change
- Needs extensive training
- Avoid criticism

Team Player



- Other focused
- Helpful
- Will over-serve client
- Wants groups recognition
- Lover not a fighter
- Believes every client objection
- Needs supportive management

Winner



- Money Motivated
- Zero-sum game
- Recognize for success and superiority
- Tough to control - confrontative
- Always looking for a better deal
- Sell client and YOU
- Needs autonomy

Putting It All Together



Skill



Behavior
Right
People



Behavior
Right
Motivation



Sales
&
Profits

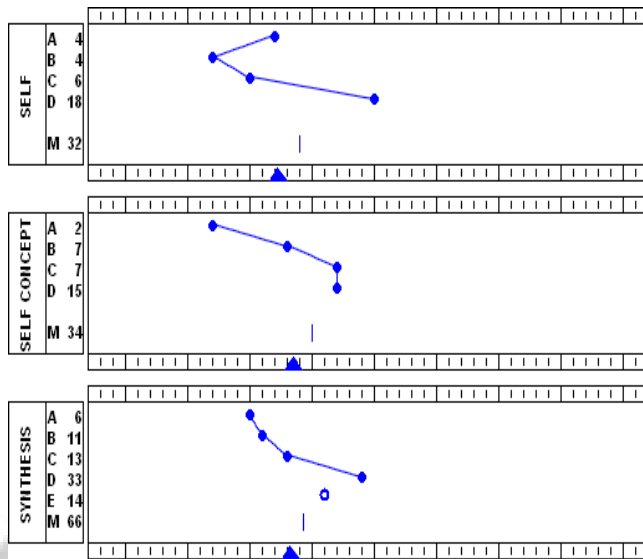
Sales Manager's Dashboard



What They Know, What Drives Them and What The Did

	Open	Investigate	Present	Confirm	Position	Total # Correct	Total Correct
Rep Name	4.0	4.0	4.0	3.0	3.0	18.0	72.0%
Group Name	3.0	2.5	4.0	2.5	2.5	14.5	58.0%
All Participant Summary	3.7	3.6	3.8	3.7	3.8	18.6	74.6%

SSAT Results



PI Results



Sales Results

Your Questions



Skill



Behavior
Right
People



Behavior
Right
Motivation



Sales
&
Profits



Free offer for BTA Dealers:
To try Predictive Index yourself, go
to PredictiveResults.com/pionline



PredictiveResults.com



PI Worldwide
Member Firm



"Turbo-Charge Your Sales Team: How to get the best out of each of your sales people"



PredictiveResults

Steve Waterhouse
President

www.PredictiveResults.com

904-269-2299 x102

steve@predictiveresults.com

PredictiveResults.com

