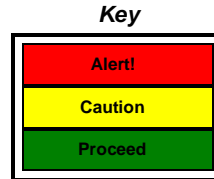
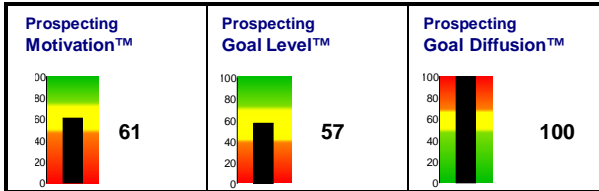


# SPQ\*ASSIST™

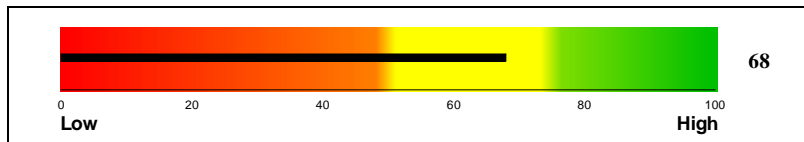
Name: Sam Sample

Date: 10/01/02

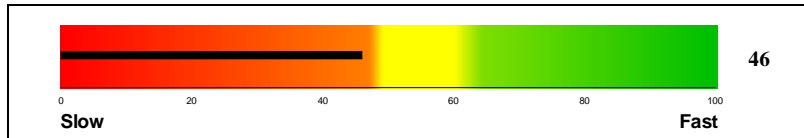
## Sales Call Reluctance® Impostors



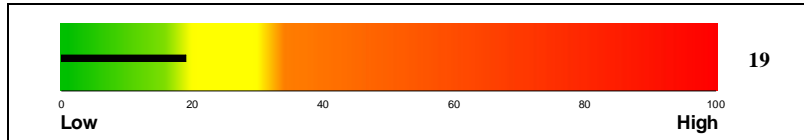
### How Much?



### How Soon?



### What Cost?



See the SPQ\*GOLD® Sales Development Report for more information on test results. The information provided in this report is designed to supplement, not replace, existing sales selection methods. As with any psychometric application, the results of experimental applications such as SPQ\*ASSIST™ suggest probabilities, not statements of fact. Proper use requires prudence, adequate skill and knowledge of current legal and ethical considerations associated with the use of tests in your locality.\*

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Note: This report has been optimized for 300 dpi color printing.



## SPQ\*GOLD ASSIST REPORT

The SPQ\*GOLD® Assist Report can be used as a supplemental guide to assist management in making sales selection decisions. The interpretation is as follows:

### "HOW MUCH"

This bar graph provides an estimated prediction of how much of the salesperson's potential will actually be translated into action. The range is between Low and High.

### "HOW SOON"

Estimates how quickly the salesperson will achieve his/her predicted level of productivity. The range is between Slow and Fast.

### "WHAT COST"

Provides an estimated prediction of the resource investment required (e.g. training and management costs) before the salesperson can achieve his/her predicted level of productivity. The range is between High and Low.

Each bar graph is accompanied by a numerical scale and colour-code (see "Key"). This report is derived from statistical modelling analyses.

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