



SALES \$UCCESS PROFILE®

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The National Sales Aptitude Test™



Your Secret Weapon to Increasing Your Sales!

IMPORTANT NOTICE: The Sales Success Profile® has been designed to provide valuable information about your sales skills and abilities. It helps pinpoint your strengths and weaknesses. This Profile identifies areas such as your ability to overcome objections and your ability to close (a total of 13 skill areas of the sales process). The results of this Sales Success Profile can be used by your team leaders and/or employer to help improve your ability to sell by providing additional training in the areas where you need help. By completing this Profile you expressly agree that your answers may be evaluated and that the results of this evaluation may be released to the company or agency that requested you to complete this profile.

In consideration of being permitted to take, participate, or be administered the Sales Success Profile, I hereby release Lousig-Nont & Associates, Phase II, Inc., their agents, distributors, officers, employees, representatives, related or affiliated companies, and successors, and the company requesting me to complete this profile from all liability and any actions or causes of action of every kind, nature, and description arising out of, or incidental to, my taking, participating, or being administered the Sales Success Profile. By taking the test below, you indicate that you have read, understand, and agree to the conditions set forth above.

The Sales Success Profile® measures selling skills, not personality. It is easy to modify personality traits, however difficult it is to change personalities. Selling skills are trainable, however, it is important to know what level of skills you already have and what areas you need to enhance or learn to become more effective in your sales position.

The Sales Success Profile® is a 50 question multiple choice sales skills test that measures 13 critical skills. Not personality. You will be compared to over 300,000 other salespeople. Simply complete the questionnaire with 50 questions. When you complete the test and click on submit, your answers will be forwarded to our test center. You will receive an instant email confirming the receipt of your test answers and instructions of the next step.

Sales Background Information

Please complete the following to provide some background information on your past sales experience. This will help us better understand what has led to your strengths and weaknesses, so we can provide a more complete assessment of your sales skills.

A. How many years of sales experience do you have?

B. How many years of sales management experience do you have?

C. In previous sales jobs, how were you paid? (choose all that apply)

Salary Only

- Commission Only
- Salary Plus Commission Only
- I have not had a previous job in sales

D. Which income method do you (or would you) prefer?

- Salary Only
- Commission Only
- Salary Plus Commission Only

E. What type of sales jobs have you had in the past?

- Retail Sales
- Outside Sales
- Telemarketing
- I have never been in a sales position.

F. If you have had a sales position that paid commission, what would be the highest total commission you ever made in one year?

G. Have you ever received an award or any type of recognition for outstanding sales? If yes, describe from who and for what you did to receive this award or recognition.

H. Please list the types of products and/or services you have sold in your previous sales positions:

I. Tell us why you think you are (or would be) good is sales:

J. What do you feel are your biggest strengths?

K. What do you feel are your biggest weaknesses?

L. What do you find is your biggest challenge in the sales process?

M. Describe what you currently do for full time work:

ANSWER Sheet • Sales Success Profile®

Serial Number

Your NAME:

Company NAME:

Number of years of Sales Experience:

Your Email Address:

Your Phone Number:

Your Address, City, State, Zip

Question	Circle your Answer(s)	Question	Circle your Answer(s)
1	Circle Only One 1 2 3 4 5 6 7	26	Circle Only One 1 2 3 4 5
2	Circle Only One 1 2 3 4 5	27	Circle Only One 1 2 3 4 5
3	You May Circle More Than One 1 2 3 4 5	28	Circle Only One 1 2 3 4 5
4	You May Circle More Than One 1 2 3 4 5 6	29	Circle Only One 1 2 3 4 5
5	Circle Only One 1 2 3 4 5	30	Circle Only One 1 2 3 4 5
6	Circle Only One 1 2 3 4 5	31	You May Circle More Than One 1 2 3 4 5
7	Circle Only One 1 2 3 4	32	Circle Only One 1 2 3 4 5
8	Circle Only One 1 2 3 4	33	You May Circle More Than One 1 2 3 4 5 6
9	Circle Only One 1 2 3 4 5	34	You May Circle More Than One 1 2 3 4 5
10	Circle Only One 1 2 3 4 5	35	Circle Only One 1 2 3 4 5
11	You May Circle More Than One 1 2 3 4 5	36	You May Circle More Than One 1 2 3 4 5 6
12	Circle Only One 1 2 3 4 5	37	You May Circle More Than One 1 2 3 4 5
13	Circle Only One 1 2 3 4 5	38	You May Circle More Than One 1 2 3 4 5
14	You May Circle More Than One 1 2 3 4 5	39	Circle Only One 1 2 3 4 5
15	Circle Only One 1 2 3 4 5	40	Circle Only One 1 2 3 4 5
16	Circle Only One 1 2 3 4 5	41	You May Circle More Than One 1 2 3 4 5
17	Circle Only One 1 2 3 4 5	42	You May Circle More Than One 1 2 3 4 5
18	Circle Only One 1 2 3 4 5 6	43	You May Circle More Than One 1 2 3 4 5
19	Circle Only One 1 2 3 4 5	44	You May Circle More Than One 1 2 3 4 5
20	Circle Only One 1 2 3 4 5	45	You May Circle More Than One 1 2 3 4 5
21	Circle Only One 1 2 3 4 5	46	Circle Only One 1 2 3 4 5
22	You May Circle More Than One 1 2 3 4 5	47	Circle Only One 1 2 3 4 5
23	You May Circle More Than One 1 2 3 4 5	48	Circle Only One 1 2 3 4 5
24	Circle Only One 1 2 3 4	49	You May Circle More Than One 1 2 3 4 5
25	Circle Only One 1 2 3 4 5	50	You May Circle More Than One 1 2 3 4 5

Write in the number that was CIRCLED for each of the last 15 self-evaluation questions found at the bottom of Page 7 !

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
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