

WHY SELECTION PROFESSIONALS CHOOSE TO USE SALES MAX WHEN HIRING SALESPEOPLE

- Issue:** It's difficult for me to select people who will succeed in sales with our company.
Solution: SalesMax was designed with Sales Managers and Human Resource Professionals in mind. The SalesMax report is quick, easy to read and understand.
- Issue:** Tests and assessments are hard to administer, score and use.
Solution: SalesMax is easy to administer, process and use.
- Issue:** Most test and assessments require sending or faxing the candidates' assessments to the testing organization for processing. Time consuming and a real pain.
Solution: SalesMax is completed by the candidate at your location, his/her home and processed on site. No mailing or faxing, just fast and easy to use. The Internet version of SalesMax is available.
- Issue:** Tests are not available when we need them, so we have to have them shipped next day UPS or FedEx.
Solution: When you need more tests you simply phone us and we provide you with an update code. No more rush orders or paying for next day delivery.
- Issue:** Some tests are helpful, but are difficult to understand and interpret.
Solution: SalesMax is designed for today's busy Selection Professional. It provides a "**quick look**" graph, the candidates' strengths and weakness, an overall predictive score, the candidates' odds of being in the top 50% of your present sales team, interview guide and management suggestions.
- Issue:** We don't want to use a test or assessment that isn't validated.
Solution: Respected organizational psychologists have thoroughly validated SalesMax.
- Issue:** We worry about problems with the EEOC.
Solution: SalesMax meets EEOC guidelines and the APA (American Psychological Association).
- Issue:** Most tests don't correlate well to sales performance.
Solution: SalesMax was developed using criteria critical to sales success. It measures **How** a candidate will do the job, **WHY** they will want to do the job and **WHAT** they know about the consultative sales process at the present time.
- Issue:** We're concerned that tests aren't very accurate.
Solution: SalesMax is remarkably accurate in its information and predictive score. SalesMax can be templated or validated specifically for your organization.

SalesMax will help your organization make better, more informed hiring decisions; resulting in increased sales production, easier to manage and motivate salespeople and decreased turnover.