



***Confidential  
Individual Report***

*for*

**Amy Fisher**

Tuesday, March 20, 2007

**Southard & Associates  
2416 N. 26th St  
Boise, ID 83702  
208-409-1005**

## **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**

- Most individuals in a sales environment express themselves as enthusiastically as you do.
- It can be unproblematic for you to command others and direct strategy, but you are also usually able to hand over leadership to others.
- Your assertiveness is well suited for effective sales activities.
- Your self-assurance in expressing yourself may rarely be misunderstood as gratuitous pride.

### **Self-Reliance**

- Often, the solitary aspect of some sales careers (doing your best on your own) is more fun for you than others may think.
- You rarely turn to another salesperson for advice when you encounter a unique problem at work.
- You are typically confident in your ability to handle situations with minimal support from others.
- Your autonomy and individualism are higher than most others, which leads to unique goal setting and accomplishment.

### **Persistence**

- Often, you may find yourself trying to succeed when others have decided the risk of failure is too high.
- You have the will to work hard for a goal, even if personal sacrifices are required.
- You are willing to accept a challenge, even if failure is a potential result.
- If accomplishing a goal is creating stress among team members, you usually persist without hesitation.

## **Energy**

- You may sometimes prefer active responsibilities to dealing with the mundane routines of the office.
- Coping with numerous responsibilities at the same time creates a balance of positives and negatives for you.
- If given the opportunity to balance excitement with consistency in your everyday procedures, you usually accept with interest.
- A work place that is low in unplanned challenges can sometimes be monotonous for you; you may try to find fresh and stimulating objectives to keep you interested.

## **Sales Drive**

- Success is the primary motivation for you in most situations.
- You derive motivation from within, occasionally taking the lead as a source of encouragement to others.
- 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.
- You tend to call attention to individual merits over group results when applauding the work of others.

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