

Personality profiles - *Identify the 20%* *who sell the 80%*



What is it?

The PreVisor Craft Personality Questionnaire is a unique 20 minute online questionnaire designed to measure a candidate's / employee's drive, empathy, confidence and motivation. It also measures the primary temperament style of the individual.

Why should I profile?

The answer is quite simple. By using profiling properly, you can increase the odds of finding and retaining a great salesperson by a factor of 10 to 15 when compared with the traditional approach of an interview and reference check.

Increase the productivity levels of your existing sales team by identifying their selling styles and making them aware of different buying styles.

Simply put, a great sales person has the natural ability to outperform doing the following activities:

- Find prospects
- Make and attend appointments
- Close sales

Using the profile system allows you to quickly determine if a person naturally has the personality traits to undertake the above activities effectively. It also enables you to see at what 'power level' that person can operate.

What FBA wants for you

We want you

- to reduce the ramp up time to acceptable productivity
- to increase the selection and retention of great sales people
- to have the right people in the right positions

With our expertise and experience, you can use one personality profile to provide:

- An employee hiring report to help you make a recruitment decision
- A coaching report to help you motivate and supervise
- A training report to identify development needs
- A leadership report to help identify empowerment & promotional opportunities
- A self development report for your employee
- A selling style report that identifies the communication style of the people who are responsible for the core activity of your business—sales!

An investment of €110 / £100 per online Profile or,
Profile & Face to Face Feedback package at €155 / £140

Email: enquiries@focusbusinessadvisers.com

Warning!
*Hiring the wrong person
could cost your company
tens of thousands.*

**Highly suitable sales
people generate 3.1 times
the revenue of those with
low compatibility.**

