



## Development Report for:

Suzanne Example

Tested: 1/1/2018

### About the SalesMax Report

Your overall effectiveness in sales may be influenced by many factors sales techniques, experience, motivations, background, contacts and, are beyond the scope of this report; however, SalesMax provides valu completed those sections of the SalesMax questionnaire, your sales k understand yourself better and target your development efforts.

### Sales Personality

Personality tends to influence effectiveness in virtually every job, but there is component for being successful in sales. There is no exact "right" or "best" p oriented sales. Research does show, however, that most successful sales p are going to show how you compare to other sales professionals on traits lik

### Sales Knowledge

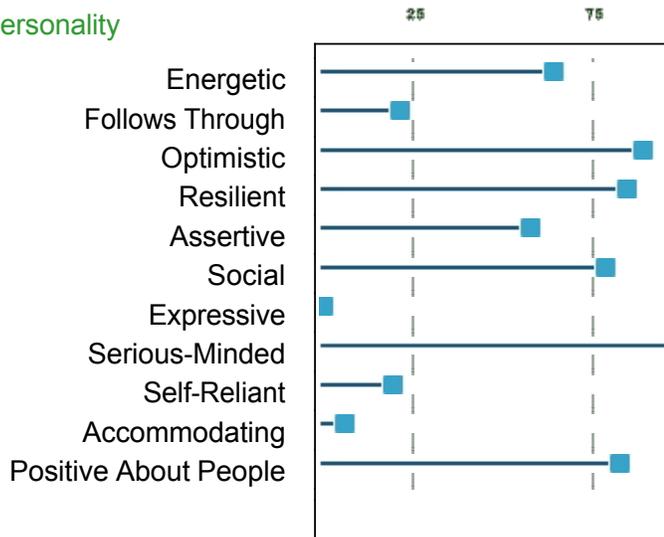
Some people instinctively know how to approach a sales situation. Most, ho personal best. We are going to show how you scored in a variety of sales sit qualifying them all the way through negotiating and closing the sale. If you h may be lower than if you have considerable sales experience. Regardless, t which to focus your training efforts.

### Sales Motivations

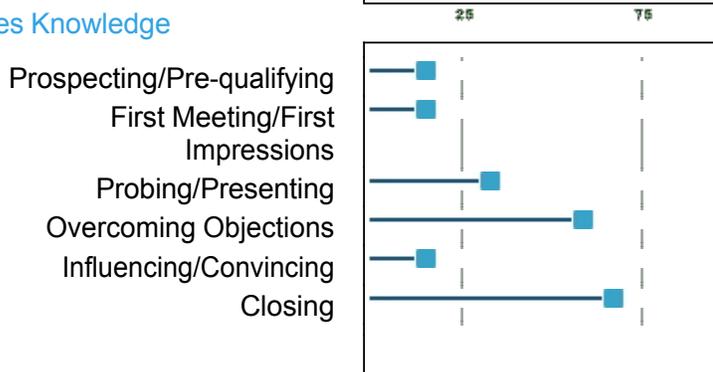
As it turns out, what motivates one person can be very different from what m motivates you and find that there are no surprises at all in this report. On the about yourself. Your next question should be: "Now that I know what motivat You will want to share the insights you have gained with your manager and help you get more of what you want from the job. Further in this report, we w

**SAMPLE REPORT**

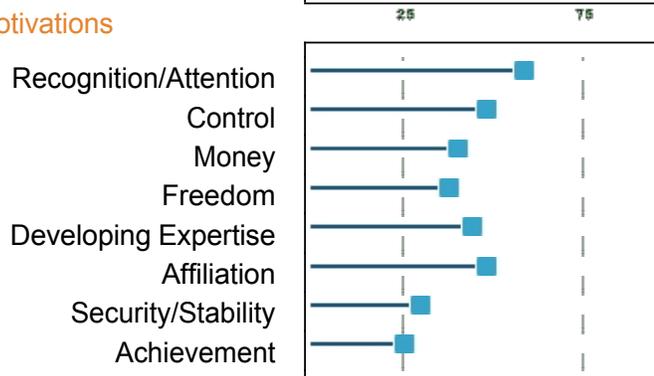
Sales Personality



Sales Knowledge



Sales Motivations



### Sales Knowledge:

You appear to have a good understanding of effective consultative sales te

- + Negotiating and closing the sale.

Your results suggest that you may need sales training in the following areas

- Identifying sales prospects and pre-qualifying them.
- Understanding the importance of first impressions in initiating positive
- Developing a clear understanding of the customer's specific needs.
- Convincing the customer of the value of company products and/or ser

### Sales Motivations:

You appear to be most motivated by:

Recognition and attention – you want to be recognized for work well c  
important to you, and you will be motivated to work hard to achieve th  
your motivation and performance will suffer when you do not get the r  
yourself to perform up to high internal standards, even when you feel  
yourself “pats on the back” for a job well done, regardless of whether

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## Improving Your Follow-Through

Your responses to the assessment suggest that, while your intentions may be good, you do not consistently deliver what you promised. It may be that you have competing priorities. This may hinder your performance as well as the performance of others. To improve your persistence and follow-through, consider the following suggestions:

### Activities

Organization skills can help you manage your productivity. Take 10 minutes at the beginning of each morning to make a list of what you will be doing the next day. Prioritize your activities.

Make sure that you keep track of deadlines. Use a calendar, your computer or a notebook to track yourself of important deadlines. Set interim deadlines to ensure that you are productive in the future.

Make every attempt to finish what you start. If you find that you have committed to a task, complete it. If you find that you cannot complete a task, schedule it for a later date and set or ask for revised deadlines for the others. Be aware that your schedule will affect other people and give higher priority to those tasks that will be least affected if you expect to miss a deadline, and try to inform them as early as you can.

Try to avoid over committing yourself. Do not agree to do something you cannot do on your own. Everyone is busy, and most people understand that there is only so much you can do.

When you complete a sale, make sure all the paperwork is completed, and you have a clear end for a smooth delivery of a product or service. Set a reminder on your calendar to follow up with others.

### Books

Consider reading one or more of the following books:

- [The Follow-Through Factor: Getting from Doubt to Done](#) by Gene C. Haycock, 2005.
- [Sales: Sales Strategies - The Top 100 Best Ways to Increase Sales \(Sales Strategies\)](#) by Ace McCloud, 2015.
- [The 25 Best Time Management Tools & Techniques: How to Get More Done](#) by John P. Dodd and Doug Sundheim, 2005.
- [The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change](#) by Stephen R. Covey, 1989.
- [Ready for Anything \(Electronic Book\)](#) by David Allen, 2007.