



Axiometrics International, Inc.

“Changing the World and the Future”

Sales Screen

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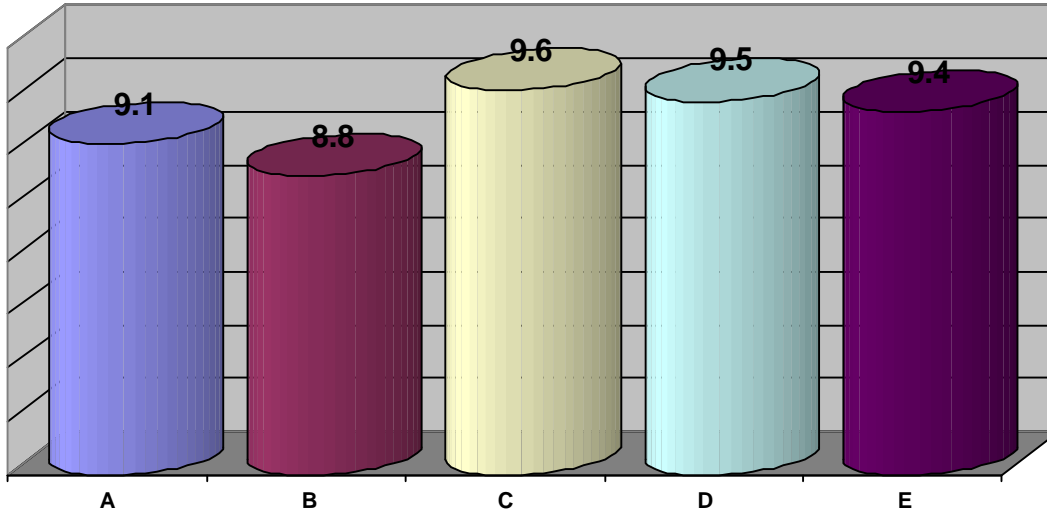
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Sales Screen

GLOBAL GRAPH



Low Risk	8.8 to 10.0
Situational Risk	8.5 to 8.79
Conditional Risk	8.2 to 8.49
Real Risk	6.0 to 8.19

- A) Empathy(9.1)** -- The ability to see, understand and relate with others.
- B) Handling Rejection(8.8)** -- The ability to maintain a sense of inner self worth.
- C) Achievement Drive(9.6)** -- The ability to have a strong desire to push ahead and to achieve desired results.
- D) Self Starting Ability(9.5)** -- The ability to get things done without the need for constant supervision.
- E) Motivation Index(9.4)** -- The ability to direct one's energy with a sense of purpose and direction.

Sales Screen SYNOPSIS

CAPACITY	LOW RISK	SITUATIONAL RISK	CONDITIONAL RISK	REAL RISK
EMPATHY				
Intuitive Insight	••••			
Attitude Toward Others			••••	
Evaluating Others	••••			
Persuading Others	••••			
Relating With Others	••••			
HANDLING REJECTION				
Self Esteem		••••		
Self Assessment		••••		
Self Confidence	••••			
Self Control		••••		
Sensitivity To Others			••••	
ACHIEVEMENT DRIVE				
Goal Directedness	••••			
Results Oriented	••••			
Need To Achieve	••••			
Social Recognition	••••			
Self Attitude	••••			
Ambition	••••			

Sales Screen SYNOPSIS

CAPACITY	LOW RISK	SITUATIONAL RISK	CONDITIONAL RISK	REAL RISK
SELF STARTING ABILITY				
Persistence	••••			
Consistency	••••			
Initiative	••••			
Role Satisfaction	••••			
MOTIVATION INDEX				
Service		••••		
Money, Material Things	••••			
Social Recognition	••••			
Personal Development	••••			
Mission	••••			
Sense Of Belonging	••••			

Sales Screen

CORE STRENGTHS

Intuitive Insight: (Empathy) (SL-1)

Low Risk

Keen intuitive insight, the ability to readily identify prospect interests and buying signals.

Evaluating Others: (Empathy) (SL- B)

Low Risk

The ability to focus your thinking in the prospecting and sales process in an objective, critical manner.

Persuading Others: (Empathy) (SL-4B)

Low Risk

Clear, critical ability to present logically persuasive arguments especially in the in the interview and close.

Relating With Others: (Empathy) (SL-5E)

Low Risk

The ability to critically evaluate and professionally focus relationships with prospects and clients.

Self Confidence: (Ability To Handle Rejection) (SL-8H)

Low Risk

Focus and attention on developing a confident social and role image and realistic role expectations.

Goal Directedness: (Drive) (SL-11A)

Low Risk

Driven by a need to fulfill goals and plans generated primarily by personal ideals and ambitions.

Results Oriented: (Drive) (SL-12A)

Low Risk

Extremely results and 'now' oriented focusing time and energy on decisions which have a immediate result.

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CORE STRENGTHS

Need To Achieve: (Drive) (SL-1 A)

Low Risk

Strongly driven by a need to achieve recognition and attention to confirm self worth.

Social Recognition: (Drive) (SL-14A)

Low Risk

Driven by the need to attain social and role recognition as well as social power.

Self Attitude: (Drive) (SL-15)

Low Risk

Driven by a strong sense of personal optimism, a belief that the best can and will happen.

Ambition: (Drive) (SL-16A)

Low Risk

Driven by a compulsive need to attain personal goals and ambitions.

Persistence: (Self Starting Ability) (SL-21A)

Low Risk

Strong personal commitment to stay on track and complete goals and tasks regardless what happens.

Consistency: (Self Starting Ability) (SL-22C)

Low Risk

The ability to feel confident and competent about staying on track even in difficult times.

Initiative: (Self Starting Ability) (SL-2 B)

Low Risk

The ability to forge ahead even though one feels comfortable with things as they are.

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CORE STRENGTHS

Role Satisfaction: (Self Starting Ability) (SL-24A)

Low Risk

A strong and realistic confidence about one's ability to perform to potential.

Money, Material Things: (Motivation) (SL-26A)

Low Risk

Motivated by money and material things and by a strong need to create practical results.

Social Recognition: (Motivation) (SL-27A)

Low Risk

Highly motivated by a desire to receive social and role recognition, status and attention.

Personal Development: (Motivation) (SL-28)

Low Risk

Motivated by the need to develop and maintain a constant and clear sense of where one is going in life.

Mission: (Motivation) (SL-29A)

Low Risk

Motivated by a compulsive need to attain personal goals and ambitions.

Sense Of Belonging: (Motivation) (SL- 0B)

Low Risk

Motivated by a strong need to belong, to fit in with and be accepted by others.

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DEVELOPMENT COMMENTS

Attitude Toward Others: (Empathy) (SLS-2B)

Conditional Risk

Skeptical and cautious, impatient with others, may not pay attention to prospect needs and concerns.

Self Esteem: (Ability To Handle Rejection) (SLS-6B)

Situational Risk

Self depreciation, may have difficulty controlling interview and to promise too much or more than is necessary.

Self Assessment: (Ability To Handle Rejection) (SLS-7)

Situational Risk

Difficulty realistically assessing personal potential and maintaining consistent confidence.

Self Control: (Ability To Handle Rejection) (SLS-9)

Situational Risk

Tendency to react impulsively in stressful situations can lead to difficulty maintaining control in the sales process.

Sensitivity To Others (Ability To Handle Rejection) (SLS-10B)

Conditional Risk

Tendency to be overly indifferent to others can lead to a lack of attention to prospect or client needs and concerns.

Service: (Motivation) (SLS-25B)

Situational Risk

Cautious, discrete attitudes can generate an indifference to service unless service is a personal goal or ideal.

Sales Screen INTERVIEW GUIDES

Attitude Toward Others: (Empathy)

Problem Area

They can become skeptical, cautious and impatient with others especially when they do not measure up to expectations. As a result, they may tend to (1) overlook critical needs and concerns, (2) be too competitive and eager to close too soon and (3) overlook buying signals.

Interview Notes

The interview should examine their ability to be open to the needs and interests of prospects and clients and to make the sale without become too aggressive and competitive:

1. Require them to sell you. Make the approach and interview difficult by asking questions which are not relevant and by aggressively raising objections. Test their ability to deal with your irritating style, to identify the crucial issues and to be patient in the presentation without trying to rush to the close.

Sales Screen INTERVIEW GUIDES

Self Esteem: (Ability To Handle Rejection)

Problem Area

They are currently depreciating their inner worth, measuring themselves against ideals and expectations and blowing up their imperfections. As a result, they may have difficulty keeping control and promise more than they can deliver or more than is necessary to make the sale.

Interview Notes

The interview should focus on an examination of their inner self doubts to find out whether they can:

1. be honest with themselves and with you about their mistakes and their potential for error;
2. handle personal criticism;
3. be realistic in what they say they can do.
4. Realistically describe their strengths and their limitations and relate them specifically to selling.

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INTERVIEW GUIDES

Self Assessment: (Ability To Handle Rejection)

Problem Area

They may have difficulty clearly and realistically assessing their strengths and limitations. As a result, they may bite off more than they can chew, overlook their potential for mistakes and have difficulty maintaining consistent confidence in their ability to perform.

Interview Notes

The interview should investigate the impact of their inadequate self image:

1. Ask them to describe what they think would give them a sense of satisfaction and achievement; then, test their ability to see opportunities for actualizing that achievement selling your products and services.
2. Make certain that you do not hype them. Allow them to state their priorities and then critically examine those.

Sales Screen INTERVIEW GUIDES

Self Control: (Ability To Handle Rejection)

Problem Area

They do not always maintain a sense of balance in their ability to identify and respond to problems potentially leading them to react impulsively in stressful situations. They may spend too much time and energy on unnecessary problems, talk price too soon and become too impatient in closing situations.

Interview Notes

The interview should test their ability to handle stressful encounters without becoming emotional and impulsive:

1. Provide them situations which represent difficult or confusing problems with prospects or clients. Require them to evaluate these situations and respond quickly. As they respond, criticize them and require them to give to give reasons for their actions.

Sales Screen INTERVIEW GUIDES

Sensitivity To Others: (Ability To Handle Rejection)

Problem Area

They are cautious and sometimes skeptical in attitudes toward others. As a result, they may project an indifference or lack of attention to prospect and client needs and concerns and may become too critical and competitive when people disagree with their ideas and proposals.

Interview Notes

The interview should investigate the risk of cautious, skeptical and potentially critical attitudes toward others:

1. Give an example of a sales interview situation in which they must persuade you to buy. Aggressively challenge them testing their ability to handle prospect and client conflicts in a rational, balanced manner.
2. Ask them to describe techniques for closing which are best suited to them and to client needs and concerns.

Sales Screen INTERVIEW GUIDES

Initiative: (Self Starting Ability)

Problem Area

They tend to be overconfident about their ability to get things done leading them to overlook their mistakes and to feel complacent with current circumstances. This false confidence can inhibit their ability to consistently act potentially leading them to delay decisions and actions.

Interview Notes

The interview should focus on the extent to which a false sense of confidence can prevent them from pushing ahead to get things done:

1. Ask this person to identify the key steps which they see as critical for being a success in your organization and to describe their talent for achieving these tasks. Challenge their version of these priorities and their assessment of personal ability.