

The logo features the letters 'pi' in a stylized, bold, black font. The 'i' has a red dot and a red arrow pointing downwards. To the right of 'pi' is the text 'Sales Indicator' in a bold, black, sans-serif font, followed by a trademark symbol (TM). The entire logo is enclosed in a black rectangular border with rounded corners.

# pi Sales Indicator™

The **Profiles Sales Indicator** is an excellent tool for identifying people with the attributes for success in selling. By measuring factors such as competitiveness, persistence, energy, and sales drive, this assessment helps you build a more productive and stronger sales force.

<b>Measures:</b>	The key qualities that make successful salespeople: <ul style="list-style-type: none"><li>• Competitiveness</li><li>• Persistence</li><li>• Self Reliance</li><li>• Energy</li><li>• Sales Drive</li></ul>
<b>Predicts:</b>	Performance in these critical sales behaviors: <ul style="list-style-type: none"><li>• Prospecting</li><li>• Closing Sales</li><li>• Call Reluctance</li><li>• Self Starting</li><li>• Teamwork</li><li>• Building &amp; Maintaining Relationships</li><li>• Compensation Preference</li></ul>
<b>Time To Take:</b>	15-20 minutes
<b>Validation Studies:</b>	2000, 2001
<b>Two Reports:</b>	<i>Management Report</i> , used for selection, coaching, and training. <i>Individual Report</i> , for self improvement programs
<b>Customizable:</b>	Customizes Job match patterns by: <ul style="list-style-type: none"><li>• Company</li><li>• Sales Job</li><li>• Manager</li><li>• Geography</li></ul>
<b>Administration:</b>	Internet and/or Paper/pencil
<b>Scoring:</b>	Internet