



SMART WORK | ASSESSMENTS  
We get people  
powered by Predictive Science



# SalesScreen™

*"Winning isn't everything, but wanting to win is."*  
- Vince Lombardi

The **SalesScreen™** employs **Smart Work | Assessments** proprietary three component predictive formula to assess a candidate's inherent sales DNA, previous sales experience, and attitudes toward a sales career.

In doing so, organizations are able to objectively screen out obvious non-fit candidates from their recruitment pipeline, thus making the recruitment-selection process more efficient and cost effective.

The **SalesScreen™** is used by many organizations to identify and screen for candidates who will perform and survive in a variety of sales positions.

A unique feature of the **SalesScreen™** is combining an assessment of the candidate's sales DNA with an attitudinal assessment of factors that could significantly distract from sales potential.



**SalesScreen™** is statistically reliable, and predicts outcomes with up to 99.5% statistical probability.

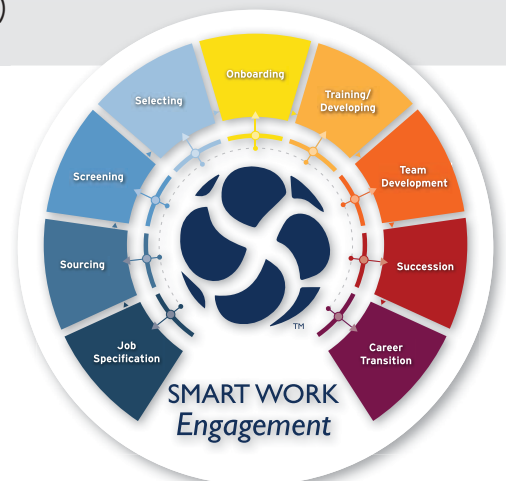
The **SalesScreen™** offers objective data relative to the core traits of employees that make them best-suited for sales rep positions, or not.

## SalesScreen™

- Provides an automated platform to rank-order and sort applicants
- Allows recruiters and hiring managers to spend time with high quality candidates
- Eliminates exhausting resume parsing
- Generates customized interview questions
- Includes complimentary Profile Administration Center (PAC)

**SalesScreen™** is one of the few normative psychometric assessments **in the world** that has been validated to help you predict your employees' performance.

You can use it to integrate these scientifically-based insights **throughout an employee's entire life cycle with your organization**, from management selection to career development and succession planning.



**SalesScreen™** predicts performance by measuring the #1 competency of successful professionals—self-management. This is an individual's ability and willingness to take initiative and achieve goals—with minimal outside influence.

POP™ assessments measure 7 hard-wired character traits that together reflect an individual's baseline potential (talent), their attitudes and habits (effort), and key personality dimensions that can predict alignment with a manager, team, or culture.



**SalesScreen™** provides sales management with feedback, interview suggestions, retention strategies and coaching suggestions on:

- Business Development
- Motivational Structure
- Closing Style
- Approach to Structure
- Communication Style
- Probable Performance Levels
- Probable Retention
- Self Confidence
- Managing Call Reluctance
- Essentials of Self Management

**SalesScreen™** can be **normed** to reflect your specific sales culture. We do this by benchmarking your top sales performers, and building a customized selection model for your specific sales roles, which allows for screening out those candidates who are not statistically a good fit, thereby, saving you time and money in your selection process.

Customized analytics also provide you and your senior leadership team with powerful knowledge about your business, allowing you to make strategic decisions that align with your organization's vision.

## Our Assessments, Analytics, and Insights Will Make Your Organization More Efficient. Period.

Psychometric testing is used by over 80% of the Fortune 500 companies in the USA and by over 75% of the Times Top 100 companies in the UK. These leading-edge organizations use science to build more strategic management cultures by selecting, developing, coaching, and retaining top performers, as well as by using profiling systems in their succession planning.

Smart Work | Assessments is the master U.S. distributor for Self Management Group's industry-leading POP (Predictor of Potential™) psychometric assessments. Supported by Self Management Group's statisticians and psychologists, we leverage reliable, validated data from more than 30 million normative assessments to help our clients boost productivity, slash turnover, and achieve organizational goals with confidence.

For a free assessment or initial consultation about your assessment needs, contact us at:

**864.275.2880** or  
[info@SmartWorkAssessments.com](mailto:info@SmartWorkAssessments.com)



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