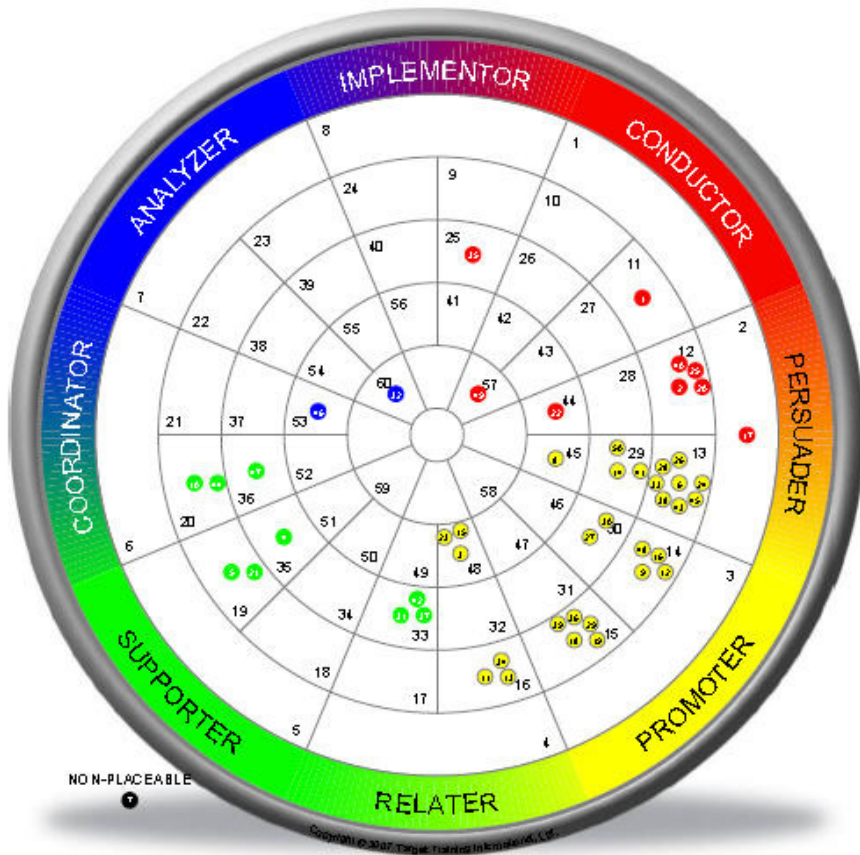


“What Office Systems Sales People Have in Common”

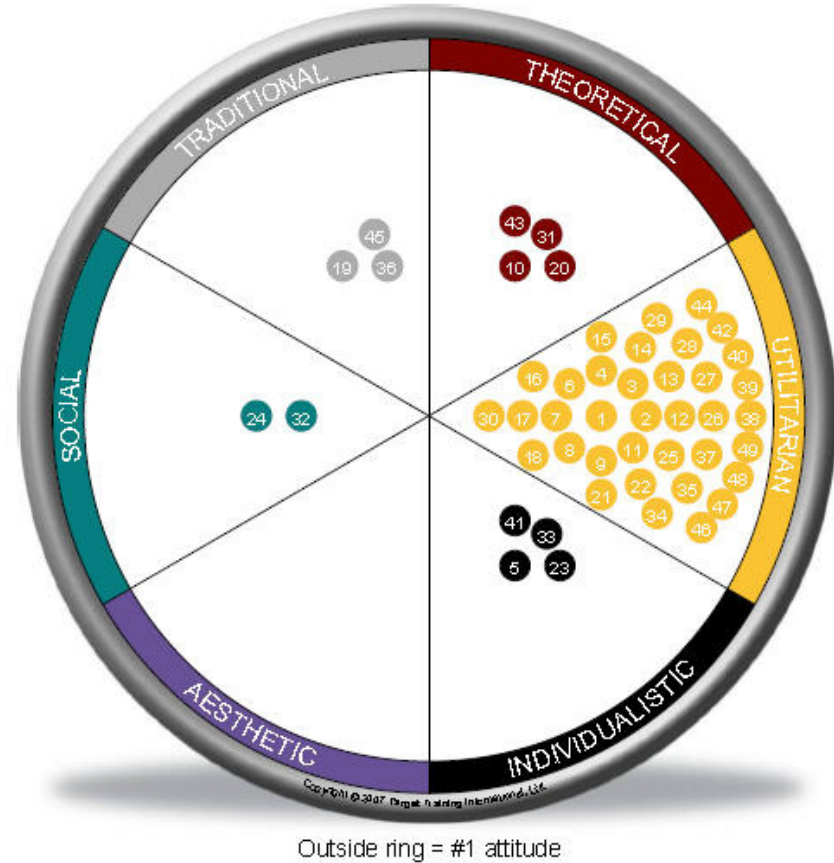
A study among 50 Office Systems Sales People

by Precision Hiring & Development – June 2012

Sales Behavior/Personality



Sales Values/Motivation



Outside ring = #1 attitude

32 of 50 (64%) fall within the Conductor-Persuader-Promoter Behavioral Styles

37 of 50 (74%) fall within the Utilitarian Motivational category

For more information; contact Larry Breed, 800.875.7599, lbreed@precisionhiring.com or visit our website at www.precisionhiring.com