



## SALES \$UCCESS PROFILE®

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### The National Sales Aptitude Test™



### *Your Secret Weapon to Increasing Your Sales!*

**IMPORTANT NOTICE:** The Sales Success Profile® has been designed to provide valuable information about your sales skills and abilities. It helps pinpoint your strengths and weaknesses. This Profile identifies areas such as your ability to overcome objections and your ability to close (a total of 13 skill areas of the sales process). The results of this Sales Success Profile can be used by your team leaders and/or employer to help improve your ability to sell by providing additional training in the areas where you need help. By completing this Profile you expressly agree that your answers may be evaluated and that the results of this evaluation may be released to the company or agency that requested you to complete this profile.

In consideration of being permitted to take, participate, or be administered the Sales Success Profile, I hereby release Louig-Nont & Associates, Phase II, Inc., their agents, distributors, officers, employees, representatives, related or affiliated companies, and successors, and the company requesting me to complete this profile from all liability and any actions or causes of action of every kind, name, and description arising out of, or incidental to, my taking, participating, or being administered the Sales Success Profile. By taking the test below, you indicate that you have read, understand, and agree to the conditions set forth above.

The Sales Success Profile® measures selling skills, not personality. It is easy to modify personality traits, however difficult it is to change personalities. Selling skills are trainable, however, it is important to know what level of skills you already have and what areas you need to enhance or learn to become more effective in your sales position.

The Sales Success Profile® is a 50 question multiple choice sales skills test that measures 13 critical skills. Not personality. You will be compared to over 300,000 other salespeople. Simply complete the questionnaire with 50 questions. When you complete the test and click on submit, your answers will be forwarded to our test center. You will receive an instant email confirming the receipt of your test answers and instructions of the next step.

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### Sales Background Information

Please complete the following to provide some background information on your past sales experience. This will help us better understand what has led to your strengths and weaknesses, so we can provide a more complete assessment of your sales skills.

- A. How many years of sales experience do you have?
- B. How many years of sales management experience do you have?
- C. In previous sales jobs, how were you paid? (choose all that apply)
- Salary Only

# Sales Success Profile Test Answers

**Thomas R. Wotruba**



**Sales Success Profile Test Answers:**

## Unveiling the Energy of Verbal Artistry: An Mental Sojourn through **Sales Success Profile Test Answers**

In some sort of inundated with displays and the cacophony of quick conversation, the profound energy and emotional resonance of verbal beauty often disappear in to obscurity, eclipsed by the regular onslaught of noise and distractions. However, nestled within the lyrical pages of **Sales Success Profile Test Answers**, a interesting function of literary elegance that pulses with fresh emotions, lies an wonderful trip waiting to be embarked upon. Composed with a virtuoso wordsmith, that magical opus courses visitors on an emotional odyssey, gently revealing the latent potential and profound affect stuck within the complex web of language. Within the heart-wrenching expanse of the evocative examination, we can embark upon an introspective exploration of the book is key subjects, dissect its captivating publishing type, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

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