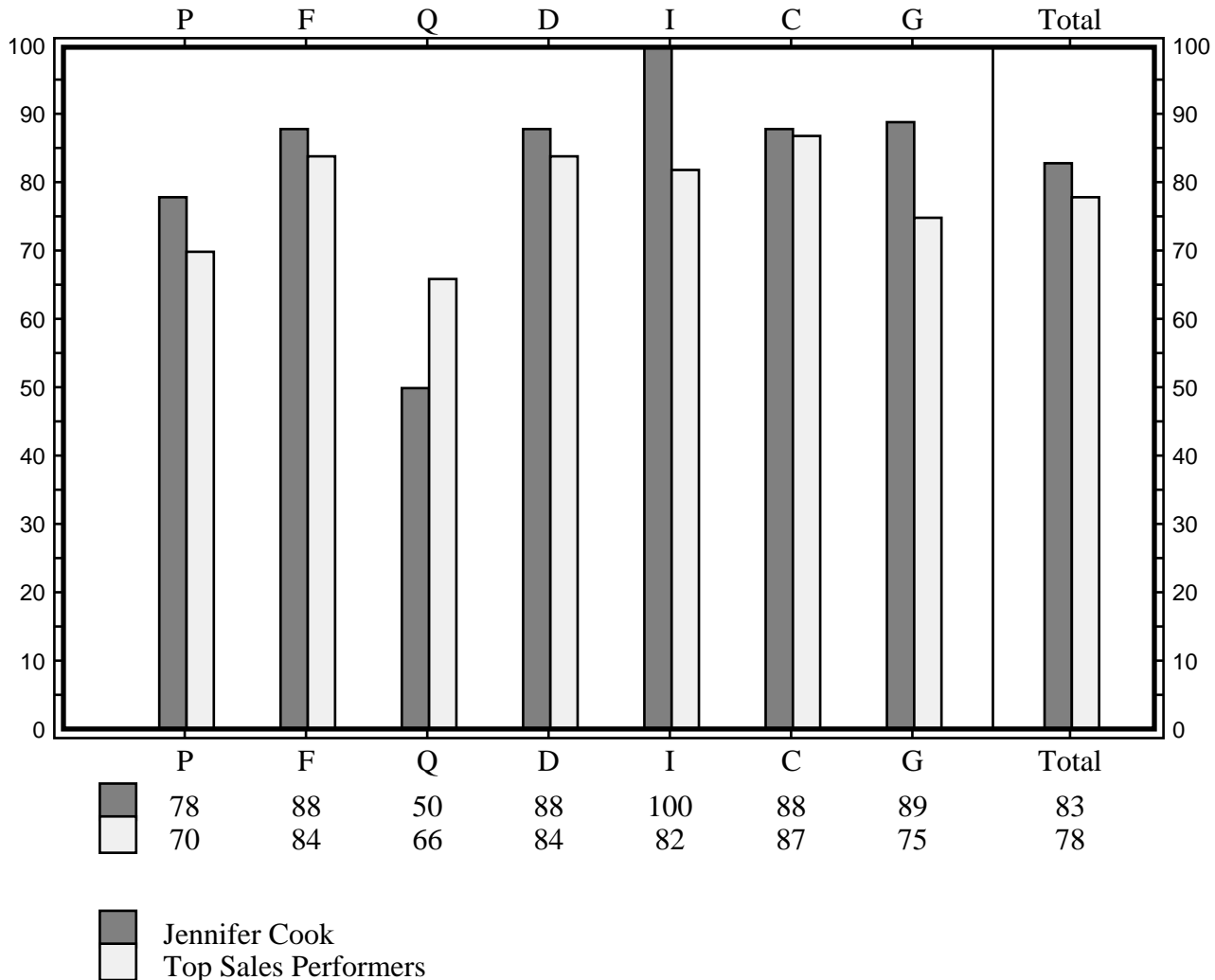


SALES STRATEGY INDEX™

PRIMARY AND SECONDARY EFFECTIVENESS RATING

This graph illustrates your overall knowledge of the most and second most effective sales strategies. The higher your score in any segment, the better your broad understanding of the overall sales strategy required in that step of a successful sale.



P=Prospecting F=First impression Q=Qualifying D=Demonstration I=Influence C=Close G=General

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