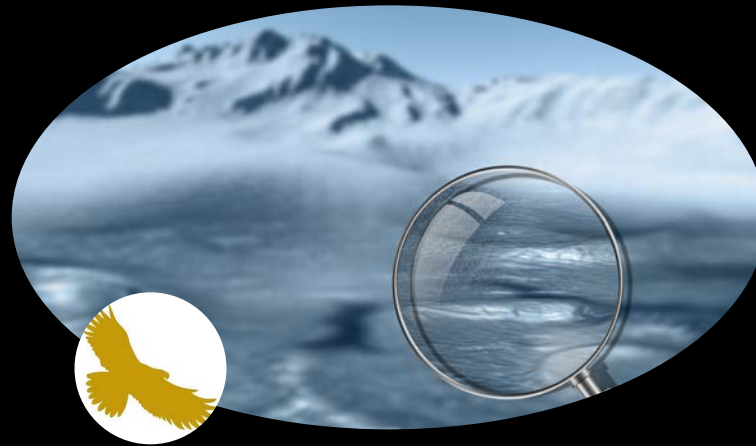


Your Intention Matters



ASSESSMENTS

Overviews

www.everestperformance.com



ASSESSMENTS

SALES

- Screening Tools
- Assessment Tools

MANAGEMENTS

- Screening Tools
- Assessment Tools





SALES

POPSCREEN™

- The POPSCREEN™ is used by many sales organizations to identify and screen for candidates who will perform in a sales environment.
- By assessing the inherent talent, effort history and fit to the position, the POPSCREEN™ is able to screen out those who lack the potential for success in competitive sales.





SALES

SALESSCREEN™

- Developed to assess the preliminary fit of a candidate to relationship and consultative sales positions. The SALESSCREEN™ is intended to help organizations pre-qualify and parse down their applicant pools by screening out candidates with low probability for success.

SALESSCREEN2.0™

- A more robust version of SALESSCREEN™ that incorporates a larger and more comprehensive assessment of a candidate's sales DNA.
- It provides a lengthier candidate report that includes developmental suggestions and customized interview guides.





SALES

POP7.0™

- Used for recruiting and selecting salespeople where compensation is primarily based on commission.
- Provides Sales Management with feedback, interview suggestions, retention strategies and coaching suggestions are:
 - Business Development
 - Motivational Structure
 - Closing Style
 - Approach to Structure
 - Managing Call Reluctance
 - Communication Style
 - Probable Performance Levels
 - Probable Retention
 - Self Confidence
 - Essentials of Self-Management





SALES



SUPERPOP™

- The first and only selection assessment that combines the power of a validated psychometric inventory with key demographic and experimental factors to predict the profitability for success in sales.



SALESPOP™

- Used to select and develop relationship building sales professionals.
- Identifies the individual's fit to sales positions ranging from service-based selling to competitive selling.
- Provides Sales Management with feedback, interview questions and coaching suggestions on:

- Best Fit to a Sales Culture
- Motivational Structure
- Self-Confidence
- Business Development
- Approach to Structure
- Closing Style
- Communication Style
- Managing Call Reluctance





MANAGEMENT



MANAGEMENTSCREEN™

- The MANAGEMENTSCREEN™ provides an efficient and economical solution to the challenge of targeting and screening potential recruits. It is a process customized to management and supervisory positions that integrates structured interviewing with psychometric profiling.

MANAGEMENTSCREEN2.0™

- A more robust version of MANAGEMENTSCREEN™ that incorporates a larger and more comprehensive assessment of a candidate's leadership DNA.
- A lengthier report that includes developmental suggestions and customizes interview guides and can be used and benchmarked for various management levels within an organization (front-line executives)





MANAGEMENT

SUPERVISORSCREEN™

- The SUPERVISORSCREEN™ is a psychometric tool that is widely used to attract and screen top performing supervisors. It is an efficient, cost-effective process to help an organization focus on candidates with the highest management potential.





MANAGEMENT



MANAGEMENTPOP™



- Assesses the potential for success and suitability to a career in a management or leadership role. It assesses the factors that allow Managers and leaders to effectively manage people and performance.
- Provides each individual with an overview of strength and some career counselling on what to seek and what to avoid in their future career paths.





MANAGEMENT

SUPERVISORPOP™

- Provides critical insight into the attitudes and source traits that lead to success in supervisory and team leader roles.
- Provides an overview of the person's style as a supervisor. This includes a variety of competencies such as
 - Leadership style
 - Communication style
 - How goals and strategies are implemented
 - Approach to motivating others
 - Approach to coaching
 - Feedback style
 - Propensity for achievement and self-management





MANAGEMENT

EQPOP™

- Employers are increasingly recognizing the importance of emotional intelligence as a major factor in workplace success.
- The EQPOP™ provides an assessment of an individual's ability to process emotional information and apply the information effectively.

LEADERPOP™

- A selection and coaching tool designed specifically to help organizations select and develop leadership potential. It assesses the key personality traits, attitudes and leadership competencies associated with high potential leaders.





MANAGEMENT



PROFESSIONALPOP™



- The assessment for professional positions whether they consult with individuals or provide enterprise solutions. It assesses:
 - Consulting Style
 - Results Orientation
 - Communications Style
 - Self-Management
 - Motivation
 - Team Orientation
 - Comfort with Conflict
 - Confidence
 - Lifestyle Management
 - Approach to Networking
 - Listening Style
 - Emotional Intelligence





CONTACT US



Paul Madott | paul@everestperformance.com | (647) 962-7201