

POPSCREEN™

SCREENING SALES PERFORMERS



The **POP Screen™** is a psychometric tool that is widely used to attract and screen top sales performers. It is an efficient, cost-effective process to help an organization focus on candidates with the highest sales potential.

POP Screen™

- An online 24/7 screening tool to manage the flow of targeted recruits
- Assesses talent, work history and job fit
- Integrates into any Talent Management Solution or ATS
- Provides data to help predict performance and retention
- Customized to any organization
- Reduces both time and cost per hire

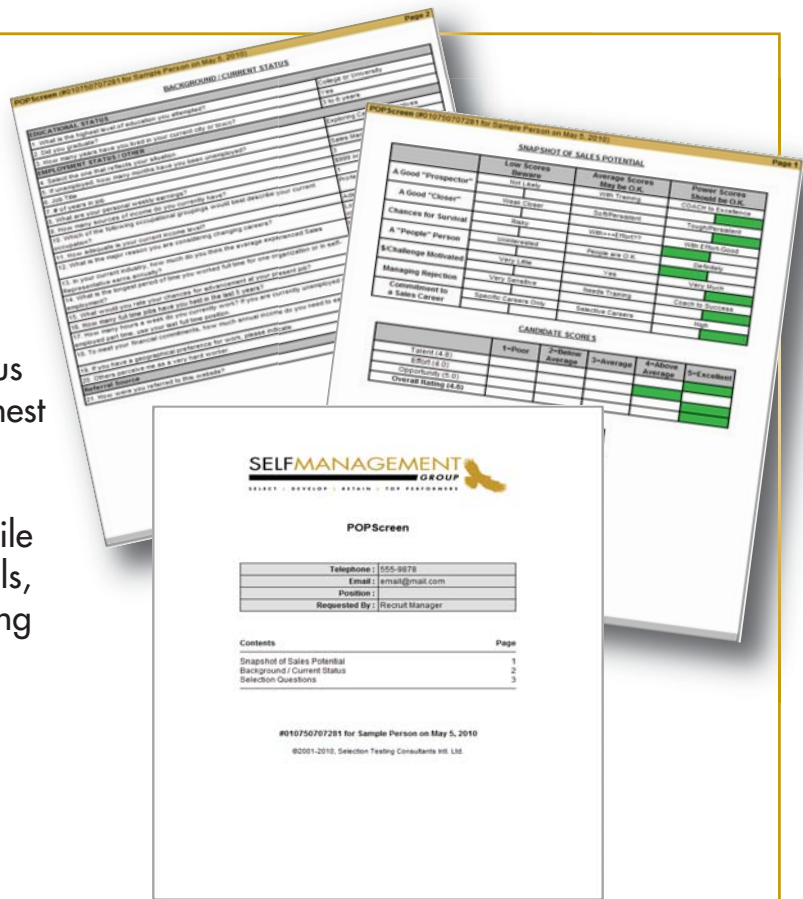
The **POP Screen™** provides an efficient and economical solution to the challenge of targeting and screening a high number of potential recruits. It is a customized process that provides a quick snapshot of the candidate's potential for a specific sales role. The screening system can be customized and tracked to ensure the appropriate flow of quality candidates to the next step in the selection process.

The **POP Screen™** is used by many sales organizations to identify and screen for candidates who will perform and survive in specific sales environments. By assessing the inherent talent, effort history and fit to the position, the **POP Screen™** is able to assist a hiring organization to rank candidates and focus the hiring resources on candidates with the highest probability for success.

By focusing on candidate's with a 'success' profile and screening candidates who lack the essentials, the **POP Screen™** is the first step in a recruiting process that improves the odds of hiring top performers.

POP Screen™

- Determines suitability for specific sales positions
- Identifies high potential sales representatives and agents
- Screens and eliminates candidates lacking essential sales characteristics
- Provides an overall rating on talent, effort history and fit to sales
- Identifies self managers likely to develop into sales leaders
- Provides information for candidate/manger matching



SELF MANAGEMENT GROUP

The **Self Management Group** is a world leader in screening, selecting, developing, and retaining top performers. For over 30 years, the **Self Management Group** has partnered with leading companies to develop high performance, self managed organizational cultures.

For more information about the **POP Screen™** and the **Self Management Group's** other profiling and training systems please visit www.selfmgmt.com or call 416.746.0444.

For a free demo and complimentary consultation contact:

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