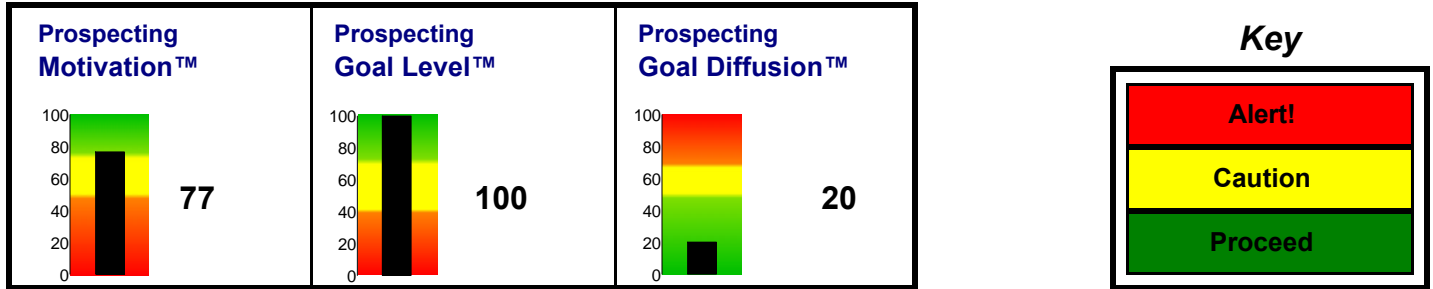


SPQ*ASSIST™

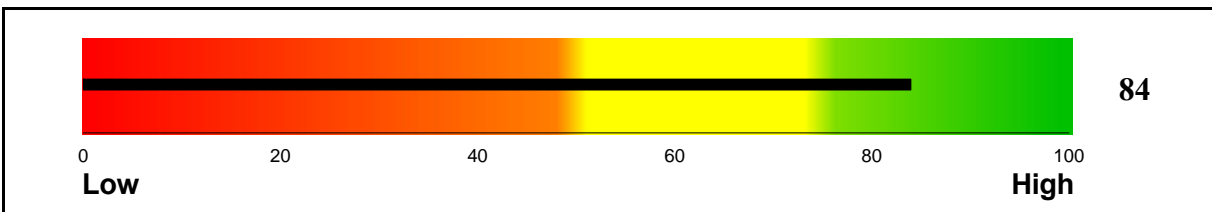
Name: Kevin Sample

Date: 06/11/02

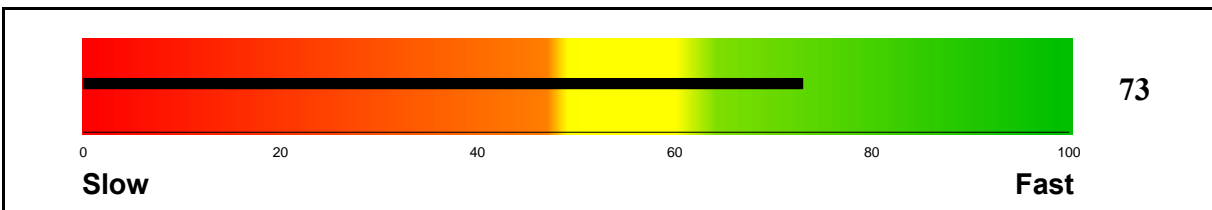
Sales Call Reluctance® Impostors



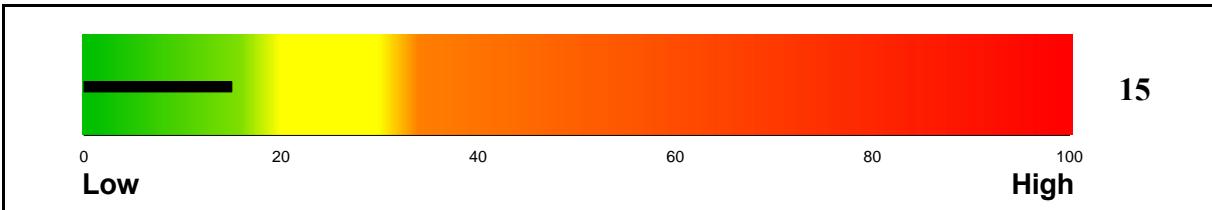
How Much?



How Soon?



What Cost?



See the SPQ*GOLD® Sales Development Report for more information on test results. The information provided in this report is designed to supplement, not replace, existing sales selection methods. As with any psychometric application, the results of experimental applications such as SPQ*ASSIST™ suggest probabilities, not statements of fact. Proper use requires prudence, adequate skill and knowledge of current legal and ethical considerations associated with the use of tests in your locality. □

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