

Introducing The Most Powerful Tools To Drive Business and Give You The Competitive Edge

Executives, High-Level Managers and
Business Owners:

Grow Your Business
Increase Sales
Improve the Bottom Line

Introducing the **Behavior Style and Performance Assessment Suite**- the most powerful tools you can employ to build your business relationships and success.

These comprehensive assessment and analytic tools provide valuable insights into individual behaviors and underlying motivators to help you:

Achieve your stated business goals through improved inter-personal communication

Manage business relationships in a more positive fashion

Enhance your staff's business performance and also increase profits

Boost sales force productivity and performance

All assessments are administered online at your convenience. Included are the assessment links, measurement reports unique to you and your business, and a recap with your FocalPoint Coach.



**Make These
Powerful Tools
Part of Your
Business Strategy
Today!**

Grow your leadership skills.

Fine tune how you communicate with clients, prospects and staff.

Gain insight into how your natural behaviors affect your company's growth and operations.

It's all possible with this comprehensive suite of behavioral assessments.

Contact your FocalPoint coach today to get started on one or all of these powerful tools that help you improve communication, build sales and most of all **increase your company's bottom line!**

FocalPoint Assessment Center Introduction



DISC and PIAV

What's Your Style? What's Their Style?
By presenting to everyone the same way
you could be losing up to 75% of your
opportunities!

Improve your communication skills with the **DISC (Dominance, Influence, Steadiness, Compliance)** tool! Identify HOW you behave. PLUS gain insights into the behavior of others; how to adapt and be heard. We partner this foundational assessment with one that reveals your **Personal Interests, Attitudes and Values (PIAV)** to impact your leadership, business relationships and more.

Sales DISC and Sales Skills Index *Get Them to Sell More*

Help your sales team reach their peak selling potential, as they understand and utilize their own behavior styles and enhance specific skills to boost sales through more effective communications.

Team Insights

Build Stronger Teams That Produce Results

Assess an entire department or team on key behavior criteria that most affect how they work together and with the rest of your company. Identify gaps in productivity and efficiency, and general strengths and weaknesses.



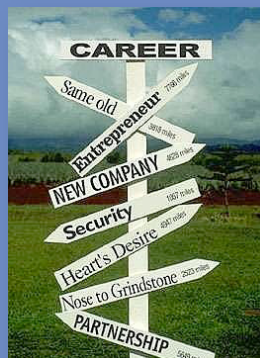
Job Benchmarking

Is This Person A Good Fit For the Job?

Analyze how a prospect fits with the job role or uncover potential development opportunities. Measures how a prospective or current candidate fits the role from the employee and employer perspective based on observable behavior.

Career Insights ***What's Your Ideal Career?***

Identify your target career or increase your own productivity. Great for professionals who are in transition.



360° Survey

What Do You Look Like to Them?

A most insightful look at how you are perceived from the viewpoint of everyone around you. Use this excellent

Based on your assessment results, you and your FocalPoint coach will design a customized action plan to create a positive impact on your company's growth and your business relationships.