



POPSCREEN™

SCREENING SALES PERFORMERS

The **POPSCREEN™** 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.

POPSCREEN™

- 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

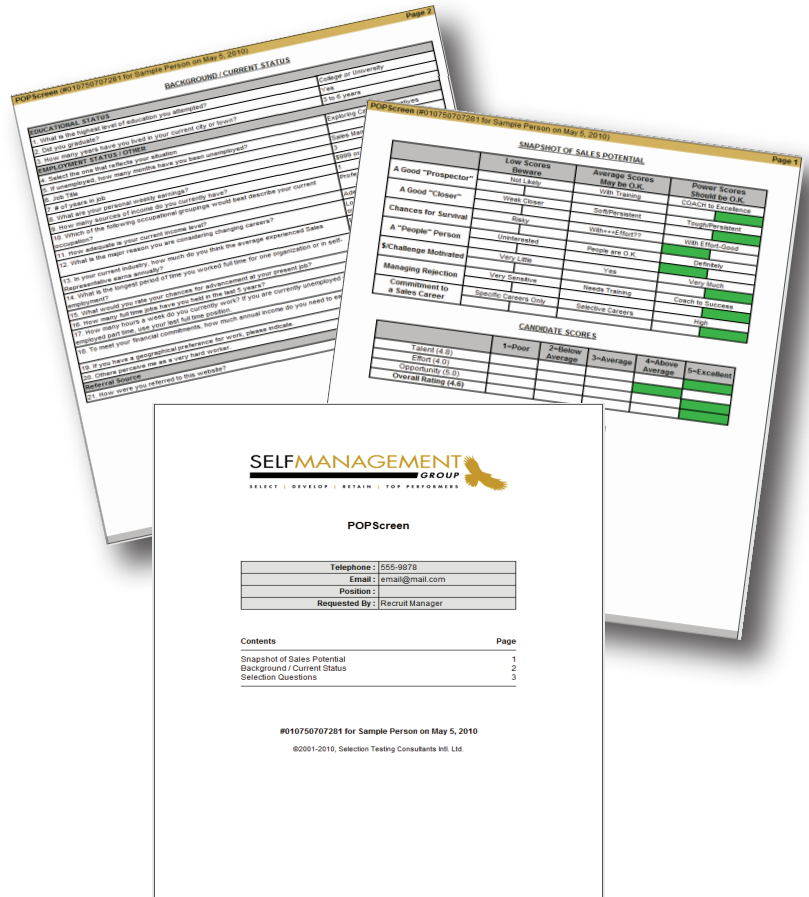
The **POPSCREEN™** provides an efficient and economical solution to the challenge of targeting and screening a high number of potential recruits. It is a customized process that provides a quick snapshot of the candidate's potential for a specific sales role. The screening system can be customized and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



Identify Individuals Who Would Thrive In Competitive Sales Environments

The **POPSCREEN™** 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 **POPSCREEN™** 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 candidates with a 'success' profile and screening candidates who lack the essentials, the **POPSCREEN™** is the first step in a recruiting process that improves the odds of hiring top performers.



POPSCREEN™

- 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/manager 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 **POPSCREEN™** and the **Self Management Group's** other profiling and training systems please visit www.selfmgmt.com or call 416.746.0444.

