

## Individual Sales Report

Prepared for: **Sample Person**

Date Prepared: 0/00/0000

Thank you for completing the "I Opt" Survey. Your responses to the questionnaire have been tabulated and your own personal strategic sales style(s) have been identified.

Your answers indicate that you scored highest in the ranges of **Logical Processor (LP)** and **Hypothetical Analyzer (HA)**. This report contains a sketch of the behavioral traits and preferences common to those sales styles.

When reviewing these results you should keep in mind that the ability to "sell" is a fundamental part of life. Everybody can and does sell. We sell ourselves to our mates, we sell our skills to our employers and we sell our old cars as we replace them. "I Opt" sales builds on this basic ability and carries it to an expert level status. Any style can reach this level. However, the way this might be done can vary.

The sales style classifications above are based on the scores calculated from the answers that you provided. The scores do **NOT** reflect nor predict your personality, ability, experience, or suitability. They are simply a natural outcome of the way you process information. Any interpretation of this report should take into account **ALL** relevant input such as actual experience, skills, interests, abilities, the market being addressed and product being sold.

# Example Of A Simple Report

**Mark Steyvers**



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