



WIMBUSH BASIC SALES TEST RESULTS

RESULTS FOR: **Sample Name**
 Company Name: Sample Company
 Contact Person: Sample Contact
 Position Applying for: Sample Position

Date: 2/18/2019

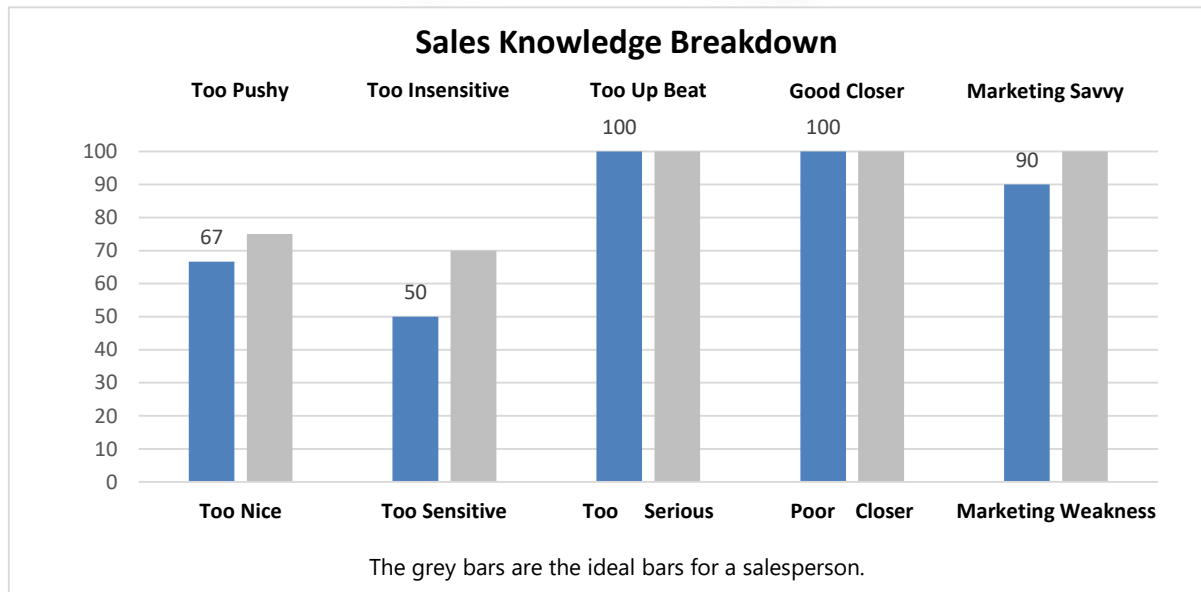
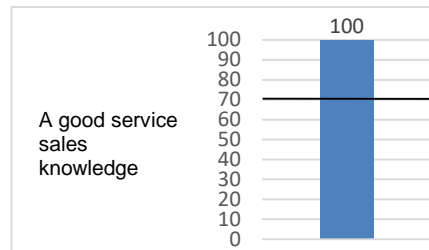
RESEARCHER'S COMMENTS: Please feel welcome to call me with any questions. 833-332-TEST (8378)

Excellent at Basic Sales.

Minutes Taken: 9

Overall Sales: **100**

SERVICE SALES CHART





Sample Name

HOW THE CANDIDATE ANSWERED CLOSING QUESTIONS:

When the prospect 'wants to think about it', s/he persists with intelligent questions.

(If the prospect says, 'I want to think about it.' good salespeople will persist with intelligent questions.)

S/he wants to close the deal when the prospect does, even in the middle of a presentation.

(Good salespeople know that more talking after the person wants to buy can undo a sale.)

Asks if it is OK to come back to the 'too expensive' concern and focuses on the benefits of the service.

(Good salespeople ask if it is OK to come back to the 'too expensive' concern and focus on the benefits.)

S/he believes that skillful persistence in follow up is more important than a great presentation.

(Good salespeople believe that skillful persistence in follow up is more important than a great presentation.)

HOW THE CANDIDATE ANSWERED TONE QUESTIONS:

S/he believes an upbeat and friendly tone is the best approach to prospects.

(Most good salespeople believe an upbeat and friendly tone is best.)

HOW THE CANDIDATE ANSWERED MARKETING QUESTIONS:

S/he believes in the value of asking good questions and actively listening during the selling process.

(Top salespeople believe it is more powerful to ask good questions than to talk and explain.)

S/he thinks the best approach to sales is being brave enough to try new approaches.

(Good salespeople think the best approach to sales is being brave enough to try new approaches.)

Believes asking for the business regardless of rejection.

(Asking those to do business regardless of rejection will improve the marketing effort.)

S/he believes the prospect's emotional wants are the most important.

(The prospect's personal and emotional wants are the biggest driver behind almost any sale.)

S/he believes to get started you should try several approaches even if a little unprepared.

(Most good salespeople will say to this last question, "S/he believes to get started you should try several approaches even if a little unprepared".)