



## Sales Assessments: Powerful Information... A Powerful Advantage

When Growth Dynamics evaluates your sales team, we provide you with information you need to lead your team effectively in the volatile and ever-changing marketplace.

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The GDI Sales Dynamics Assessment® uses advanced sales assessment surveys to allow you to learn the following information about your sales team as a whole, as well as about each individual member:

- What are their characteristics?
- How do they behave when they are selling?
- What would be their ideal role and fit?
- What are their primary motivators and what drives each member?
- What are the leading factors necessary to retain each individual member?
- Does each sales team member think like a sales professional?
- Does each sales team member have the skills to sell effectively?
- Is each sales team member a fit in your company?

### **Understanding the Need**

It is crucial to have the knowledge for retaining and supporting your employees in addition to your customers. If you don't understand the needs or expectations of your customers, how can you effectively lead and direct your sales team or grow your business? If you don't understand the individual needs of your sales team, how can you retain and continue to motivate your top sales performers?

It is critical to understand and target solutions for employee turnover, especially in the sales department. If your company has low employee retention rates, lost profits and low productivity is the result.

That is the reason for Growth Dynamics' advanced, MAX Survey® sales team assessments systems. Our sales team assessments surveys can help you determine the reason for your low employee retention and can help you gather employee or customer intelligence to define solutions for customer and employee retention.

We can help you make the effective management decisions necessary to increase your profitability and to continue to grow your business.

### **Proven GDI Assessment Programs**

Our proven Growth Dynamics sales assessment programs and surveys help you select the best employee to fit diverse positions in your company. By taking advantage of our programs, you can:

- Increase Performance
- Enhance Productivity
- Lower Your Turnover Costs

Our MAX® Survey programs are specifically customized towards targeted areas of business management and growth. If you are looking to improve the retention, selection, and performance of your sales team, please call us at 877.434-2677 to learn more about how Growth Dynamics' Assessment Programs can help your team.