

Account Rep Position

A major ruin for many business owners is getting and keeping good staff. This of course starts with the hiring process. By providing accurate testing, business owners are given greater insight into people BEFORE they hire them. Lack of testing can (and often does) cost thousands of dollars through bad hires, not to mention the turmoil that some people cause in the workplace.

Our company is The Employee Testing Center. We deliver three tests. Two of our tests are delivered ONLINE, which gives the business owner speed, accuracy and convenience. These tests are:

Personnel Potential Analysis™ (PPA)

The PPA delivers a wealth of vital information about each applicant, including:

- Can he make plans and carry them out?
- Can she reason logically?
- How tactful is he?
- Can she follow directions?
- Is he easily distracted?

A more detailed list of trait information is available at the end of this write-up.

Intelligence Quotient (IQ)

This test measures problem solving skills and the capacity to learn. Applicants who score low on this test should not be in a position of supervising or managing others.

Aptitude Test (APT)

This measures the person's ability to understand and follow instructions. Employees who can't follow exact instructions or company policy are a potential liability to the company. A low Aptitude score also indicates an accident-prone individual.

All three tests together help business owners hire honest, trustworthy and dependable staff.

Many business owners hire people people who get trained and apprenticed and then just don't work out for some reason. They end up leaving in a month or so or get fired.

And many business owners are not aware that accurate, affordable testing exists.

So we put together a strategy to help business owners solve these two problems.

First we hired a programmer who spent several months designing the ONLINE version of the PPA and IQ.

We then created a web site to inform the business owner of the benefits **and the importance** of testing staff before hiring them.

And last but not least, we came up with a simple but VERY effective marketing strategy:

We get the business owner to take a free Personnel Potential Analysis test. When they see the results of THEIR test, they immediately see how this can help them make better hiring decisions.

How do we get them to take the free test?

By having them watch a three minute video slide show. Please click on the following link now and watch this video:

www.EmployeeTestingCenter.com/video.html?q=ACR

That video slide show has been through a number of changes. In its current form, hundreds of business owners have watched it and then sat down and filled out a 200 question test.

Instead of reaching out to a business owner trying to convince him we've got a great product, we have the business owner REACHING BACK TO US wanting to be contacted to go over his test results!

The free test evaluation is very simple to do and takes 20–30 minutes. You may find this hard to believe, but we can have someone do this free test evaluation in less than a half an hour. People are stunned how easy it is to go from A to B in this free test evaluation.

Okay, so where do you fit in? I apologize if all of the above took awhile to explain, but I wanted you to have a good idea of what we're able to do for the business owner, as that is what the Account Rep will be intimately involved with.

We're paying a 40% commission to our Account Reps. We charge \$75 for one set of tests. $40\% \text{ of } \$75 = \30 . Most business owners will test several people for one position.

Yes, it's commission only. We're looking for people who want to have unlimited growth potential on this and are not worried about it being a commission-only-position. And we also know that you may have income coming in from other activities.

At first, you can do this part-time. Very part-time, if you like. And of course you can do it full time. We know that some of the Account Reps will get very good at this and will have clients who come back for more and more testing. These Account Reps will make an ever-growing income.

Well, there's more to tell you. But I figure if you're still reading this and are interested in the position, this'd be a good time to talk one on one.

Here's my contact info:

Phone: 727-447-4500

Email: stan@FlourishandProsper.com

And do check out our web site:

<http://EmployeeTestingCenter.com>

Yours,

Stan Dubin

Employee Testing Center

Note: The next two pages are a detailed list of what the Personnel Potential Analysis reveals.

Personnel Potential Analysis

This Personnel Potential Analysis is broken down into 10 sections.

Here is a sampling of what can be discovered about a prospective employee's tendencies:

Section A

1. Can s/he make plans and carry them out?
2. How well does s/he concentrate?
3. Can s/he do things systematically?
4. Can s/he follow directions?
5. How easily can s/he adapt to changes in the workplace?
6. How motivated is s/he?

Section B

1. How well will s/he get along with others at work?
2. Does s/he find work worth doing?
3. Can s/he recover rapidly from setbacks in the workplace?
4. Is s/he capable of achieving goals?

Section C

1. How composed and relaxed is s/he?
2. Is s/he easily distracted?
3. How "steady on" is s/he?

Section D

1. How reliable is s/he?
2. How consistent is s/he?
3. How responsible will s/he be?
4. Can s/he reason logically?

Section E

1. How energetic is s/he?
2. Can s/he take initiative?
3. How attentive is s/he?

Section F

1. How self assured is s/he?
2. How proactive is s/he?
3. How easily rattled will s/he be?
4. How “outward” and emphatic is s/he?

Section G

1. Can s/he admit responsibility for having done something wrong?
2. Does s/he base decisions on emotions or facts?
3. Does s/he think others are working against him/her?

Section H

1. Does s/he think well of most people?
2. How well does s/he assess situations and other people?
3. How tactful is s/he?

Section I

1. How friendly and courteous will s/he be?
2. How responsive to the needs of others will s/he be?
3. How truthful is the applicant?

Section J

1. How good are the social skills of this person?
2. Can this person easily express himself?
3. Can s/he help to create a friendly and cheerful work environment?