

<b>SUMMARY OF FINDINGS</b>		
	<b>Strength</b>	<b>Weakness</b>
<b>Crucial Elements</b>		
Desire	✓	
Commitment	✓	
Responsibility	✓	
Outlook	✓	
<b>Other Important Findings</b>		
Enjoys Selling	✓	
Money Motivated	✓	
<b>Major Weaknesses</b>		
Need for Approval	✓	
Controls Emotions	✓	
Record Collection	✓	
Buy Cycle		✓
Money Weaknesses		✓
<b>Recommendations</b>		
Trainable	✓	
Compatible		✓
Will Sell	✓	
<b><i>Hirable</i></b>		<b>Yes</b>
Potential For Growth		<b>51%</b>
Sales Quotient		<b>145</b>