



**IS YOUR BUSINESS
PERFORMING AT
FULL POTENTIAL?**



PI Worldwide
People Smart. Results Driven.®

PI WORLDWIDE HELPS YOU REALIZE THE FULL POTENTIAL OF YOUR PEOPLE.

PI Worldwide is a premiere global consulting company specializing in leadership and sales development, helping organizations uncover data-driven insights to create and sustain a high performance culture. We offer a unique combination of products and services that include:

- *Accurate statistical assessment*
- *Informed, targeted training*
- *Proven management skills*
- *Expert consulting*

For organizations of all types, from Fortune 100 to family-owned businesses, PI Worldwide's "people-smart, results-driven" approach offers a significant competitive advantage. We not only provide valuable insight into workplace behavior and motivations; we also deliver the tools and training that turn that insight into action. Our goal is to fully equip you with the knowledge you need to accelerate your company's success.

Driving business results through people, with PI Worldwide, your company can:

- *Manage people and teams for maximum performance*
- *Sell more strategically—and more effectively*
- *Improve productivity across all levels*
- *Develop your future leaders*
- *Retain and leverage high potential talent*

It all starts with your people—discovering their drives and their strengths, identifying areas for growth, developing their skills and motivating them to perform at their full potential.

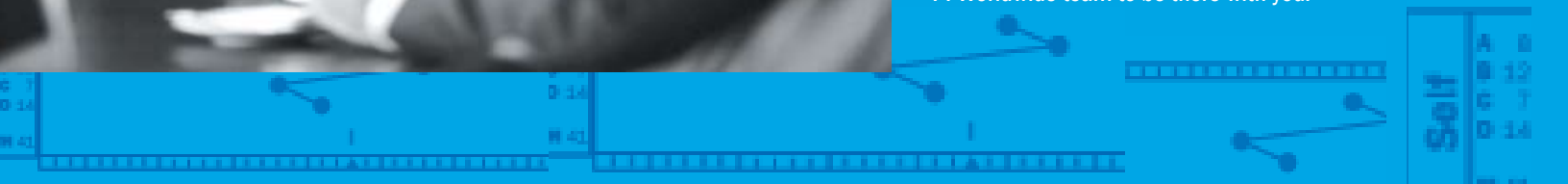
And it all adds up to sustainable improvement in bottom-line performance and profitability.



With 50+ years of success, we're not just your latest buzzword.

PI Worldwide has a track record of success and steady growth dating back to 1955 when Arnold S. Daniels, a young Boston entrepreneur, founded the company.

Today PI Worldwide has extended a passion for understanding talent into the boardroom, providing the data, expertise and global support to build world class teams in over 146 countries, 61 languages and more than 7,000 companies—including many of the world's largest corporations. So wherever your business happens to be—or wherever it grows—you can count on your PI Worldwide team to be there with you.



WHAT DOES IT TAKE TO THRIVE IN TODAY'S BUSINESS ENVIRONMENT?

Attracting talent. Developing leadership. Achieving consistently high sales results. Engaging and retaining people who will contribute to your company's success and profitability.

For most organizations, these are some of today's most urgent business challenges—as well as the greatest opportunities. PI Worldwide can help with all of them.

OUR PEOPLE ARE ALSO YOUR PEOPLE.

The PI Worldwide organization includes recognized experts in management, sales development, psychology, research and consulting—and we know how to put that talent to work for you. For example, our in-house research department has conducted hundreds of custom validity studies for our clients around the world.

We know that the true measure of our success is the long-term success of our clients, and we value our role as trusted partners. Our consultants are always ready to take the relationship to the next level by offering advice and assistance on a wide range of business issues.



The elements of sustainable success.

Accurate statistical assessment. Informed, action-oriented training and development. Proven management tools and expert consulting. PI Worldwide brings together all the essential ingredients for immediate and long-term business results.

LEADERSHIP DEVELOPMENT | THE PREDICTIVE INDEX®

Knowledge and insight that leads to measurable results.

The Predictive Index® (PI) is a scientifically validated management tool that offers fresh understanding of the individual needs and drives that make people work—and gives you the insight to enable them to work better. As a practical, reliable indicator of workplace behavior, it helps you make sound, people-smart decisions with the best results for the company, and for the talent on your team.

The proprietary PI process consists of a powerful combination of assessment, training and consulting that:

- Gives your executive team and organization a common language
- Provides a solid foundation for employee growth and development
- Takes the guesswork out of hiring and retaining talented people
- Helps you identify and develop your next generation of leaders

PI MANAGEMENT WORKSHOP: PUTTING PI TO WORK IN YOUR ORGANIZATION.

Success with PI starts with the PI Management Workshop—possibly the most productive learning experience of your business career. This is where your team learns how to apply specialized PI knowledge, and incorporate the process into daily decision making.

In a highly interactive workshop setting, experienced consultants will teach you and your managers how to use the Predictive Index. You'll become proficient at interpreting results, and discover the many ways you can use PI to improve the performance of your business.

The Predictive Leadership Series™

Grounded in the Predictive Index, this suite of skills-based workshops is facilitated by your PI consultant, and can be structured to meet your specific business needs. Topics include:

- **Personal Development Strategies**
- **Team Building**
- **Coaching**
- **Conflict Resolution**



SALES DEVELOPMENT | SSAT AND CUSTOMER-FOCUSED SELLING

Targeted assessment and training that boosts sales performance.

The Selling Skills Assessment Tool (SSAT) gives you an objective look at your sales people's strengths, their skills, and identifies areas that need improvement. Available in multiple editions tailored to your sales structure and industry, the SSAT provides a detailed, accurate quantification of selling abilities across your sales organization at an individual, team and company-wide level. This vital information allows you to focus your sales training for maximum impact and maximum revenue growth.

Customer-Focused Selling (CFS) is an outcome-based sales development program that provides all the core competencies needed for effective consultative selling—with special emphasis on the particular areas shown by the SSAT to need improvement.

In a highly interactive, adult learning format, CFS delivers the specific knowledge your team needs to consistently achieve

better sales results and perform at their highest level. The training is designed to be used every day, not memorized. Participants come away from the workshop ready to apply the new learning to their own customers and prospects.

For larger sales forces, CFS is also available in a comprehensive, certified Train-the-Trainer format which brings delivery and reinforcement in-house, and customizes the training to exactly reflect your business environment.

Coaching for Sales Growth recognizes that your sales managers are the critical leverage point for achieving consistent, sustainable sales improvement. In this full day program, they learn a powerful coaching process, proven coaching skills, and how to use the data from the Selling Skills Assessment Tool and the insight from the Predictive Index to maximize day-to-day sales performance.



ARE YOU READY TO IMPROVE YOUR COMPANY'S SALES PERFORMANCE AND PROFITABILITY?

We'd like to help. For more information about the Predictive Index®, Selling Skills Assessment Tool, Customer-Focused Selling, or any of the other "People Smart. Results Driven." services we offer, please give us a call, or visit us on the web.

PI Worldwide is a global management consulting organization that helps companies be more successful by focusing on their most important asset—their people.

Praendex Incorporated, the parent company of PI Worldwide, is publisher of the Predictive Index, the Selling Skills Assessment Tool, Customer-Focused Selling, and provides a full-service support organization for PI Worldwide clients.

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