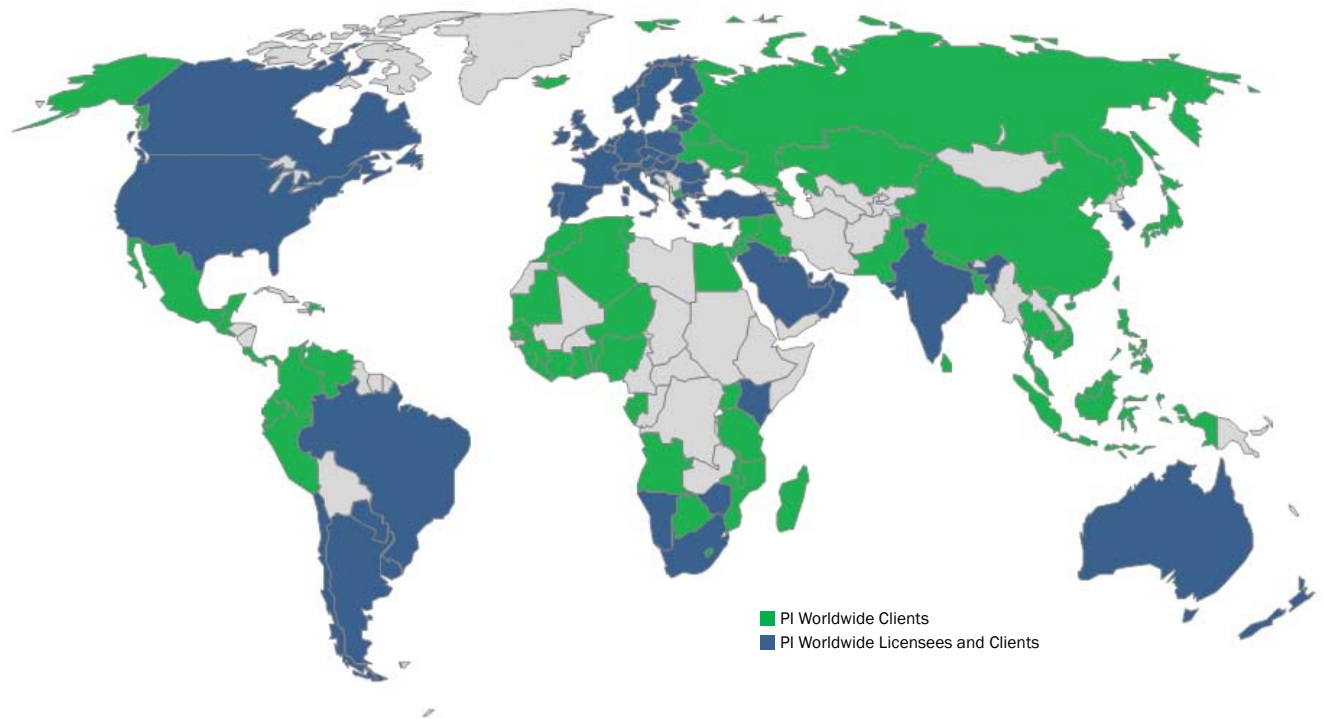


**AN EXCEPTIONAL
BUSINESS OPPORTUNITY
FOR AN EXCEPTIONAL PERSON**



PI Worldwide
People Smart. Results Driven.®



PI WORLDWIDE®

Powerful 50+ year history and tremendous growth opportunity

PI Worldwide is a premier international consulting company specializing in leadership development and sales development. Founded in 1955, today we are a global network of about 50 Licensees and over 250 Consultants around the world. With over 7,500 clients in 143 countries, we are a growing company with a strong history, an established market presence, proven methodologies, and outstanding business products. With an eye to the future, we are looking for new Licensees to share in our success with this powerful business opportunity.

Through a unique combination of assessment, training and management consulting services, our versatile suite of products provide the PI Worldwide Licensee network with the tools and knowledge to help organizations drive business results to:

- *Impact growth and development*
- *Increase revenue strategically*
- *Empower managers to drive employee performance*
- *Improve productivity across the organization*
- *Develop high potential leaders*
- *Retain and leverage top talent*

“ For over 10 years, as a PI Worldwide Licensee in Arizona, I have had the opportunity to work with the very best organizations to help them understand workplace behavior and its impact on people and performance. To have watched personal careers accelerate as managers begin to have fun leading others by applying their Predictive Index® knowledge has truly been one of the great pleasures in my life. The superior products provided through PI Worldwide have allowed me to make a difference in organizations and to grow my Licensee business in ways I could not have imagined 10 years ago. ”

*Mike Stewart, President
Predictive Index Arizona*

“ As a PI Worldwide Licensee in Europe since 1997, I have had the opportunity to expand my business to over 60 countries in Europe, growing my team from 6 consultants to over 45. PI Worldwide has supported my expansion every step of the way ranging from material translations to executive support. As a long time user (over 25 years) of the Predictive Index, I am proud to offer this tool to organizations throughout Europe, and the world. ”

*Robin Wood, President
PI-Europe*

PROPRIETARY TOOLS FOR BUSINESS SUCCESS AND GROWTH

As a PI Worldwide® Licensee, you will have access to our unique suite of proprietary tools, providing businesses with effective solutions to improve business performance.

LEADERSHIP DEVELOPMENT

The Predictive Index® (PI®), our flagship product since 1955, is a scientifically validated management tool that offers a unique understanding of the individual needs and drives that impact people's performance. As a practical, reliable indicator of workplace behavior, PI quickly proves its value to clients; it becomes an integral part of the culture and forms the basis for a mutually beneficial long-term relationship.

The PI Management Workshop™ is the first step in creating the "PI difference" in an organization. It starts with the top leaders in an organization attending the Predictive Index Workshop, then extending the benefits of PI to all those responsible for the growth and development of people. The knowledge shared in the workshop allows clients to become self-sufficient in the PI process and provides a common language within their workplace, creating a foundation for a long lasting returns.



SALES DEVELOPMENT

Selling Skills Assessment Tool™ (SSAT) is a powerful, well differentiated product that gives clients an objective look at their sales people's strengths, skills and weaknesses. Tailored to a company's sales structure and industry, the SSAT provides a detailed, accurate quantification of selling skills across the sales organization at an individual, team and company-wide level. The data is used to plan training, coaching and professional development to drive sales performance across the organization.

Customer-Focused Selling™ (CFS) complements the SSAT. This highly interactive sales training program provides all the core competencies needed for effective consultative selling—with special emphasis on the particular areas shown by the SSAT to need improvement. This proven, customizable training is available in both instructor-led and train-the-trainer formats to suit the needs of each client.

Coaching for Sales Growth is designed for sales managers to equip them with a powerful coaching process. The full-day training combines outstanding coaching skills with a streamlined 4-step coaching process and teaches sales managers how to leverage data from the SSAT and insight from the PI to drive day-to-day sales performance.

Executive Summary		Comparative Group Results						
		Mean	Standard Deviation	Minimum	Maximum	Median	Mode	Range
Company	Overall Score	45.2	12.5	32.8	57.5	48.1	45.2	24.7
Company	Product Knowledge	48.5	10.2	38.1	58.9	50.3	48.5	20.8
Company	Customer Focus	42.1	15.8	26.4	57.8	45.6	42.1	31.4
Company	Selling Skills	40.3	18.1	21.5	59.1	43.2	40.3	37.6
Company	Professionalism	46.7	11.9	35.2	58.2	47.8	46.7	23.0
Company	Teamwork	43.9	14.3	29.7	58.1	46.5	43.9	28.4
Company	Communication	41.5	16.7	24.8	58.3	44.1	41.5	33.5
Company	Problem Solving	44.8	13.6	31.9	57.7	45.9	44.8	25.8
Company	Adaptability	47.2	10.8	36.5	57.9	48.4	47.2	21.4
Company	Resilience	45.8	12.1	33.4	57.6	47.1	45.8	24.2
Company	Self-Motivation	43.4	14.9	28.6	57.4	45.3	43.4	28.8
Company	Time Management	46.1	11.5	34.7	57.8	47.6	46.1	23.1
Company	Attention to Detail	44.3	13.2	31.8	57.5	46.2	44.3	25.7
Company	Organizational Skills	42.8	15.4	27.9	57.6	44.7	42.8	29.7
Company	Interpersonal Skills	45.6	12.8	33.1	57.9	46.8	45.6	24.8
Company	Conflict Resolution	43.7	14.1	29.3	57.7	45.4	43.7	28.4
Company	Decision Making	46.4	11.2	35.6	57.8	47.9	46.4	22.2
Company	Leadership Skills	44.9	13.7	31.4	57.6	46.3	44.9	26.2
Company	Strategic Thinking	42.5	15.9	27.1	57.5	44.2	42.5	30.4
Company	Networking	45.1	12.4	32.8	57.9	46.6	45.1	25.1
Company	Customer Retention	43.2	14.6	28.5	57.7	45.1	43.2	29.2
Company	Client Satisfaction	46.8	10.9	36.2	57.8	48.1	46.8	21.6
Company	Revenue Growth	44.6	13.5	31.7	57.6	46.4	44.6	25.9
Company	Market Share	42.9	15.2	27.4	57.5	44.5	42.9	29.9
Company	Brand Loyalty	45.4	12.7	33.0	57.9	46.7	45.4	24.7
Company	Product Innovation	43.8	14.4	29.0	57.7	45.5	43.8	28.7
Company	Operational Efficiency	46.2	11.1	35.4	57.8	47.8	46.2	22.4
Company	Cost Management	44.1	13.9	30.9	57.6	46.1	44.1	26.7
Company	Quality Control	42.7	15.6	27.2	57.5	44.3	42.7	30.3
Company	Customer Service	45.9	12.3	32.9	57.9	46.5	45.9	25.0
Company	Employee Engagement	43.5	14.8	28.7	57.7	45.2	43.5	29.0
Company	Retention Rate	46.5	10.7	35.8	57.8	48.0	46.5	21.2
Company	Turnover Rate	44.4	13.4	31.3	57.6	46.2	44.4	26.3
Company	Productivity	42.6	15.7	27.3	57.5	44.4	42.6	30.1
Company	Customer Acquisition	45.7	12.6	33.2	57.9	46.4	45.7	24.7
Company	Market Penetration	43.9	14.5	29.1	57.7	45.3	43.9	28.6
Company	Competitive Advantage	46.3	11.0	35.5	57.8	47.9	46.3	22.3
Company	Brand Recognition	44.2	13.8	30.8	57.6	46.0	44.2	26.8
Company	Customer Feedback	42.8	15.4	27.1	57.5	44.2	42.8	30.4
Company	Employee Training	45.5	12.5	32.8	57.9	46.3	45.5	25.1
Company	Performance Metrics	43.7	14.1	29.3	57.7	45.4	43.7	28.4
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Company	Employee Training	45.5	12.5	32.8	57.9	46.3	45.5	25.1
Company	Performance Metrics	43.7	14.1	29.3	57.7	45.4	43.7	28.4

THE LICENSEE OPPORTUNITY

The PI Worldwide Licensee opportunity is ideal for entrepreneurial individuals who want the challenge and rewards of owning and growing a business. With over 50 years of working with Licensees around the world, we are experienced in all stages of a Licensee's progression: from start-up and fast growth to succession planning and retirement.

Unlike most consulting firms, our unique business model offers the opportunity to build long-standing client relationships resulting in a sustainable revenue stream for the Licensee. Clients value you as a business partner, creating a relationship built on respect, expertise, value and trust – all components of long-term Licensee and client success.

Finding the Right Fit - PI Worldwide conducts a market analysis and requires a business plan prior to issuing a new license. These small steps ensure that the vision and goals set for your new business venture allows for solid market penetration and business growth. Our Licensees, many of whom have been with PI Worldwide over 20 years, enjoy the personal, professional and financial rewards of owning their PI-driven business.

Getting started

Your first stop as a new Licensee is

PI Worldwide University. In our acclaimed

Business Essentials Program, you'll receive a comprehensive education that includes a full week of in-depth product and sales training, one-on-one coaching and personal mentoring – everything you need to get off to a fast start. Ongoing support is available for anytime/anywhere learning via video, podcasts and webinars – all available to you as a PI Worldwide Licensee.



The PI Worldwide Community

As you continue with the growth and development

of your territory, you will have the chance to get to know others in the PI Worldwide global network.

We host a global meeting every 18 months for all Licensees and Consultants from around the world. In the interim we conduct regional meetings for Licensees to share ideas, best practices, and to enjoy networking. This powerful group of experienced colleagues provides you with valuable contacts around the world.



PI Worldwide
Member Firm

PI Worldwide Corporate Team

Our management team consists of a fine group of highly talented professionals dedicated to the growth and development of PI Worldwide. Lively two-way communication is "business as usual" at PI Worldwide; we're always as close as your phone or email. Committed to excellence, the entire management team is focused on helping you succeed in the PI Worldwide business.

“ As a PI Worldwide Licensee in South Africa for over 25 years I have had the opportunity to build a business using the Predictive Index® as a consulting and service delivery vehicle. Supported by PI Worldwide I've been able to work with brands like Harrods of London, gold mines in South Africa and third world businesses elsewhere in South Africa. ”

Ben Venter,
PI South Africa



PI WORLDWIDE® LICENSEE SUPPORT

Broad-based communications:

Drawing on the input and insights of our Licensees and Consultants, our Marketing Department produces and manages a comprehensive communications program that includes:

- High-visibility corporate and vertical advertising—both print and digital. You'll see PI Worldwide ads in the *Harvard Business Review*, *Selling Power* and *Talent Management*, among other leading publications.
- Corporate Public Relations that provide effective national coverage, as well as growing exposure to international markets. You can read about us in *Business Week*, *Wall Street Journal*, *Entrepreneur*, *Chief Learning Officer* and *Selling Power*.
- Local Public Relations—including by-lined articles developed by PI Worldwide for use in your area.

Marketing/Sales Tools:

- Brochures (customizable with your contact information)
- Client Case Studies
- Video testimonials
- Trade Show booths and graphics
- Market analysis and prospecting support

Large/Global Account Sales Support:

A strong history, proven products and international experience position you to sell large/global accounts. As your business grows and client depth expands, you will have access to our Global Sales Director, whose primary goal is to assist with account strategy, act as a liaison between global Licensee teams and support the management and development of large/global accounts.

Research:

Our in-house research department, headed by our full-time Ph.D. on staff, includes expertise in the areas of talent assessment, leadership development and performance management. Client support, including custom validity studies along with competitive analysis, all point to exactly the kind of service and support that sets you apart in the marketplace. The client gains the benefit of our solid data and research, the Licensee gains credibility and a competitive advantage.

Technology:

Our Information Services group provides dedicated technology support to you and your clients for accessPI™, our proven, reliable and widely acclaimed internet-based software. The PI Worldwide web services team is dedicated to developing advanced technology solutions, conforming to global standards of privacy, security, and availability, to help you manage and grow your business.

“Coming from a long career as a senior executive with Microsoft, PI Worldwide provided me the opportunity to uncover my entrepreneurial spirit and build a business with limitless potential. The Predictive Index management program and the great new CFS and SSAT sales programs are truly world class. I would encourage fellow business leaders to examine the tremendous time to value that owning a PI Worldwide license presents. As a Licensee in Canada for almost 3 years, PI Worldwide has allowed me to create an equity that well exceeds what I could have achieved working for someone else.”

David S. Lahey, President
Predictive Success Corporation



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. His goal, which remains the company's mission today, was to use the then-emerging science of behavioral assessment to help companies develop leaders and make important decisions to drive performance through people.

Today, PI Worldwide is providing the data, expertise and global support to help organizations—and their people—perform to their full potential.

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The Core Values of PI Worldwide:

- We continuously serve with integrity to guide customers to achieve success.
- We practice fiscal responsibility.
- We are committed to delivering superior products & services to an evolving global market place.
- We recognize & embrace the strengths of each individual, to reach optimal team potential.
- We have fun!

To learn more about the opportunities and rewards of becoming a PI Worldwide Licensee, please contact Opportunities@PIworldwide.com



PI Worldwide

People Smart. Results Driven.®

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