



**PI Worldwide**

*People Smart. Results Driven.®*



## **A LEADER IN HUMAN CAPITAL ANALYTICS**

### **The Predictive Index® System**

*A scientifically validated  
behavioral assessment and training tool*

### **Selling Skills Assessment Tool™**

*An objective analysis of your salespeople's  
strengths, skills, and opportunities*

### **Customer-Focused Selling™**

*An interactive sales training program that  
delivers extreme sales results*

### **Coaching for Sales Growth™**

*A proprietary four-step coaching model for  
long-term sales management success*

*Let us help you realize the full potential of  
your most important asset – your people*

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

PI Worldwide provides proprietary human capital analytics to help you make science-based decisions about your ultimate competitive advantage — your people. Experts in leadership development, talent management, and sales performance, we offer a unique combination of management tools that include:

- **The Predictive Index® System**  
*A scientifically validated behavioral assessment tool*
- **Selling Skills Assessment Tool™**  
*An objective analysis of your salespeople's strengths, skills, and opportunities*
- **Customer-Focused Selling™**  
*An interactive sales training program that delivers extreme sales results*
- **Coaching for Sales Growth™**  
*A proprietary four-step coaching model for long-term sales management success*

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. Our proprietary assessments deliver valuable insights into workplace behaviors and skills, and then we go one step further. We'll train you and your senior staff to turn those insights into an action plan for improvement in any department, at any level, of your company. Our mission is to transfer the knowledge from our proprietary systems to you, so you can drive your company's performance every day. Driving business results through people, with PI Worldwide on your side you'll learn to:

- *Manage people and teams for maximum performance*
- *Sell more strategically — and more effectively*
- *Improve productivity at all levels of the organization*
- *Develop your future leaders*
- *Identify, attract, retain and leverage high potential talent*

“Using the Predictive Index® we ensure that employees are aligned with a job that best fits their behavioral style. Since we implemented the Predictive Index System our company's turnover has gone from 70% to 39%, which for our industry is exceptional.”

Terry Howard, CEO, MBK Senior Living

**With over 55 years of client results,  
we put our experience to work for you.**

PI Worldwide has a track record of success and steady growth dating back to 1955 when Arnold S. Daniels, a young Boston entrepreneur with a passion for statistical analysis of human behaviors, founded the company. Today, PI Worldwide has extended that passion into the boardroom, providing the tools, the data, the expertise, and the global support for our over 8,000 clients, helping to build world-class teams in over 146 countries around the globe. 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?

Globalization. Rapid change. Talent gap. In today's business environment, employee engagement and talent retention are critical to your company's long-term success. It's more important than ever to attract high performers, leverage talent, develop leaders, and achieve consistently high sales results.

A leader in human capital analytics, PI Worldwide provides answers through data and science. Let us show you how to leverage our four proprietary management systems to solve your most pressing business challenges today.

## A GLOBAL NETWORK OF EXPERTS.

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. Whether you need a local solution or a global roll-out, our team of over 350 Consultants, based in 45 offices around the world, is available to drive business results at any level of your organization.

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 drilling down and helping you apply the amazing insights from our unique products and services to a wide range of business issues.

### The elements of sustainable success.

Scientifically validated assessment tools. Data-driven, practical, action-oriented training and development. Proven management tools and expert consulting. PI Worldwide brings together all these essential ingredients for immediate and long-term business results.



# TALENT MANAGEMENT & LEADERSHIP DEVELOPMENT

## The Predictive Index® System | *A scientifically validated behavioral assessment tool*

Delivering knowledge and insight that leads to measurable results, the Predictive Index® (PI®) is a scientifically validated management tool that offers fresh understanding of the unique needs and drives that make people work — and gives you the insight to empower them to work better. As a practical, reliable indicator of workplace behavior, PI helps you make sound, people-smart decisions with the best results for the company, and for the talent on your team. The proprietary PI System consists of a powerful combination of assessment, training, and consulting that:

- Gives your executive team and managers a common language for managing people
- Provides a solid foundation for employee growth and development
- Takes the guesswork out of hiring and retaining talented employees
- Helps you identify, manage, and develop your next generation of leaders
- Delivered securely on-line for complete client management and flexibility

## The Predictive Index Management Workshop® | *Transferring our knowledge to you*

Getting the most out of PI starts with the two-day PI Management Workshop — possibly the most productive learning experience of your business career. In a highly interactive workshop setting, experienced consultants

will teach you and your managers how to interpret and apply the insights gained from the Predictive Index. You'll learn how to incorporate this knowledge into your daily decision-making process, and discover the many ways you can use PI to improve the performance of your business.


### **Predictive Index® Fast Facts:**

- Developed in 1955
- Based in Behavioral Science
- Measures an individual's motivation and drive
- Valid, practical, reliable, and easy to use
- EEOC Compliant
- Available in 65 languages
- Used worldwide in 146 countries
- Countless business applications

“ Just prior to implementing PI, the average sales close rate was about 12%. For the past 3-month period, the average sales close rate jumped to 27%. We firmly believe that 80% of this turnaround can be directly attributed to the implementation of the PI. Predictive Index is a quick and easy tool to administer and it will give you 100 times the return on your investment. ”

Donald McConnell  
Regional Developer, Massage Envy





*The success of any sales skills enhancement program is ultimately proven in increased sales. After two years of using SSAT and CFS, one client saw a 44% increase in sales revenue and a 38% increase in patient enrollment.*

## SALES DEVELOPMENT

Selling Skills Assessment Tool™

Coaching for Sales Growth™

Customer-Focused Selling™

*Assessment, analytics, and training to optimize sales performance*

**The Selling Skills Assessment Tool™ (SSAT)** provides an objective look at your salespeople'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 data-driven assessment of your sales organization at an individual, team and company-wide level. This vital information enables you to focus your sales training for maximum revenue growth and impact.

**Coaching for Sales Growth™ (CSG)** 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.

**Customer-Focused Selling™ (CFS)** is an outcome-based sales development program that provides all the core competencies needed for effective consultative selling — powered by the SSAT data for an outstanding experience and significant results.

In a highly interactive format, CFS delivers the specific knowledge your team needs to achieve consistently better sales results and perform at its 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 immediately.

CFS is delivered by one of our highly skilled facilitators with extensive sales and business experience. For larger sales forces, CFS is also available in a Train-the-Trainer format. This allows you to control delivery and reinforcement in-house for maximum flexibility and management.

# ARE YOU READY TO TAKE YOUR COMPANY'S PERFORMANCE TO THE NEXT LEVEL?

We can help. For more information about the Predictive Index®, Selling Skills Assessment Tool™, Customer-Focused Selling™, Coaching for Sales Growth™ or any of the other “*People Smart. Results Driven.*®” services we offer, please give us a call, or visit us on the web.

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*PI Worldwide® is a global management consulting organization that provides human capital analytics to help companies be more successful by focusing on their most important asset – their people.*



**PI Worldwide**

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