

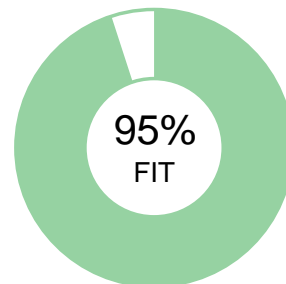
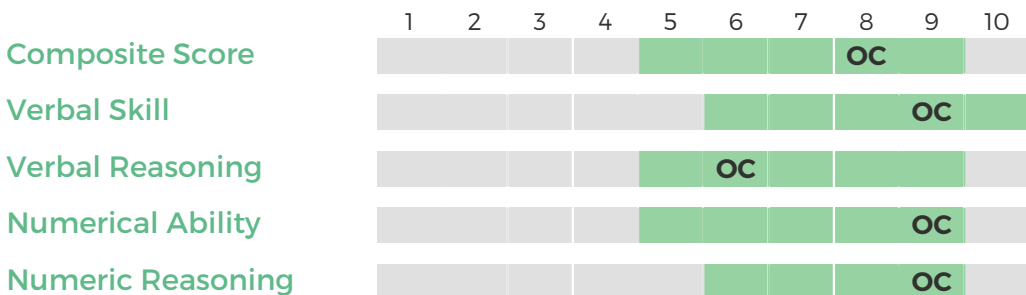
** SAMPLE SALES POSITION FOR PXT SELECT **

Oliver Chase

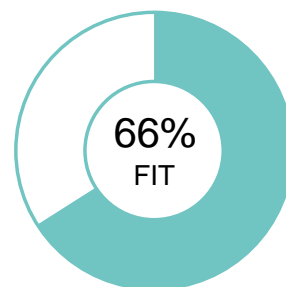
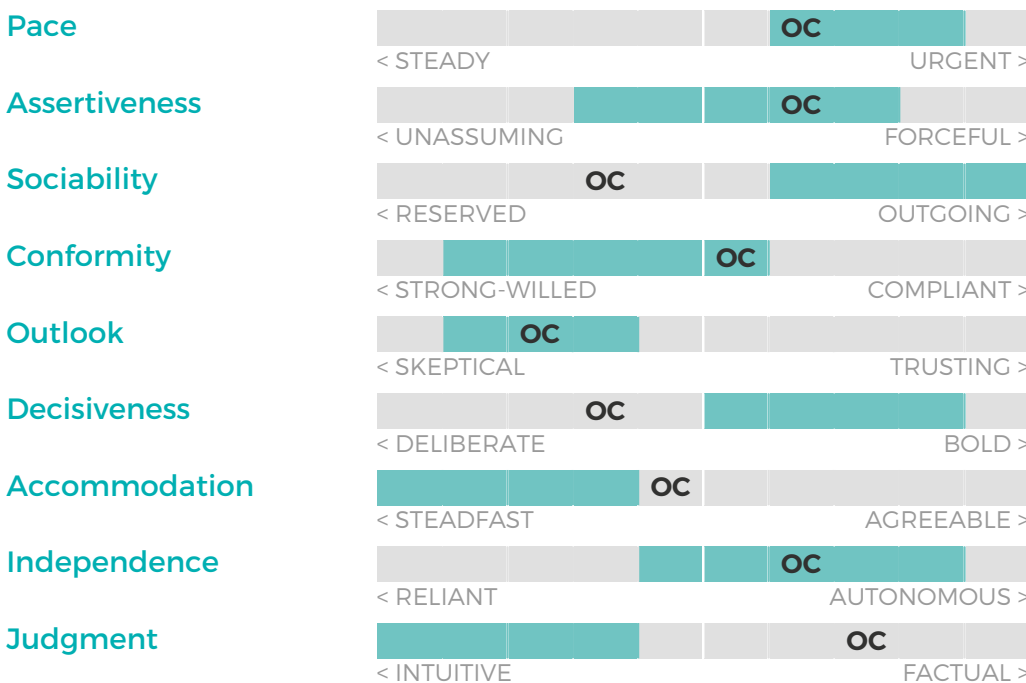


Performance Model = highlighted boxes; Oliver's placement = his initials

THINKING STYLE



BEHAVIORAL TRAITS



INTERESTS

OLIVER

in rank order

TECHNICAL

CREATIVE

FINANCIAL/ADMIN

ENTERPRISING

PEOPLE SERVICE

MECHANICAL

TIED

PERFORMANCE MODEL

in rank order

ENTERPRISING

PEOPLE SERVICE

CREATIVE

