

This assessment measures three aspects of personality related to performance in a sales career within the rapidly changing financial services industry.

Drive

Sets challenging goals, constantly works to improve, and is willing to put in extra effort



9 out of 10
High

Openness

Adjusts quickly to change, enjoys solving complicated problems, and embraces new ways of doing things



10 out of 10
High

Authenticity

Is trustworthy, accepts accountability for mistakes, and has a realistic view of his or her personal characteristics



7 out of 10
Average

Candidates who score
HIGH on Drive:

- Set ambitious goals for themselves
- Are competitive by nature
- Seek out opportunities to get ahead
- Are not afraid of failure
- Persist long after others give up
- Work at a fast pace
- Are self-motivated

Candidates who score
HIGH on Openness:

- Are quick to adjust to change
- Are among the first to try new technologies
- Generate creative ideas
- Are interested in solving complicated problems
- Seek constant variety in their lives
- Are good at brainstorming solutions
- Enjoy learning about new things

Candidates who score
AVERAGE on Authenticity:

- Have some difficulty keeping promises
- Struggle to follow the rules
- Are rarely described as down-to-earth
- Are somewhat honest and trustworthy
- Often do not admit to shortcomings
- Struggle with deciding between right and wrong
- Occasionally accept accountability for mistakes

[Interview and Coaching Guide](#)



Questions?





Confidential Personal Feedback Report

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DID YOU KNOW?

The life of a financial professional is rarely the same from day to day. In any given week, you might visit 12-15 different people, in different places, all with different needs. You'll have a desk to call home, but you'll spend a lot of time out and about.