

Case Study: MACKSIMISE Ltd

We are sales trainers and business growth consultants and we work with our clients to help them release more of their growth potential.

Sales teams are at the frontline of any organisation's growth, therefore we focus a lot of our attention on developing human potential, which is often locked up in the attitudes, behaviours and competency levels of each sales person.

For some time now we have used behavioural profiling for personal development, using mainly products from TTI & CRG. Although these tools were very helpful, they just lacked something that could really maximise their power.

That was the reason why we started to explore what P3 could do because it filled the missing gaps. We have found the new-hire integration and team communication reports the most powerful elements of the programme. We regularly find that sales leaders are more able to connect with their sales people, when they know how to press the right motivational buttons with each individual member of their sales team.

We bring transformation to the sales results of the businesses we interact with and there is no doubt that P3 plays a great part in that success.

What excites me about P3 is that the development continues and I look forward to additional enhancements in the days ahead.

MCS are great partners as they listen to development ideas, deliver excellent training and ongoing support. In fact, I see them as an integral part of my business because of the ongoing value they provide.

MAXIMISE YOUR SALES!



release more of your organisation's growth potential...

www.max-sales.com

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P3 is currently being offered directly to UK recruiters to serve as a key aspect of their recruitment process. P3 already enables over 40,000 managers to recruit and manage over six million employees worldwide and is the most advanced behavioural profiling tool available today.

P3 defines the necessary attributes for any required job role and measures the behavioural traits of candidates against those criteria. It then generates easy to use, in depth computerised behavioural profiles that are more accurate and time efficient than traditional interview and selection methods. Responses are processed through 14,000 statistical calculations, taking less than a couple of minutes to complete the analysis.

Matching positions to personalities using P3 saves a great deal of time and money. Research has shown that poor selection of employees can incur costs of up to 40% of the positions annual salary, and up to five times that in missed opportunities, low morale, lost productivity and negative team impact.

Try P3 for yourself:

<http://www.crisp-mcs.com/demo>



superior strategies in software
www.crisp-mcs.com/casestudies.htm