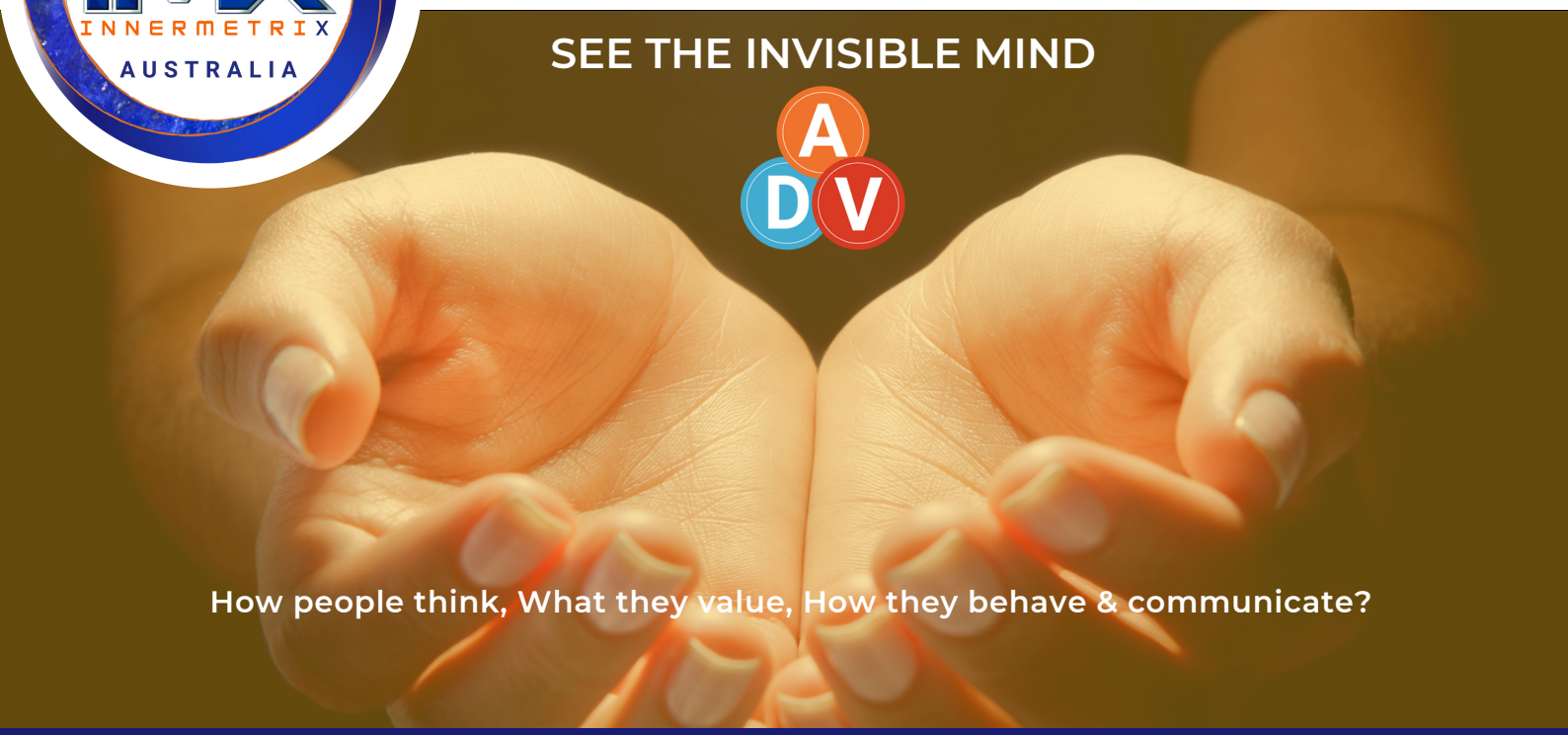
WE VALUE YOUR PERSONAL & PROFESSIONAL DEVELOPMENT

THE ADVANCED INSIGHTS ANALYSIS & CUSTOMISED COACHING REPORT

Innermetrix Australia & Innermetrix International



Innermetrix Assessments are used by **1,700 consultants** in **42 countries.**
ADVanced Insights Analyses & Leadership Coaching Reports - completed by over **6,000,000 people**.

ATTRIBUTE INDEX

VALUES INDEX

DISC INDEX

The What? Measuring an individual's thinking & decision-making style and their 77 personal skills & strengths.

The Why? Measures an individual's core values & personal motivation which predicts priority-setting and time management.

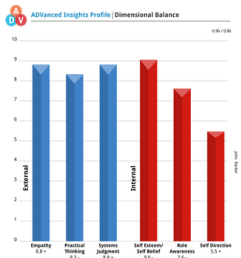
The How? Shows an individual's behaviour, communication and emotions in normal and pressure situations across all cultures.

The ADVanced Insights Analysis - Personal & Professional Coaching Report is unique:

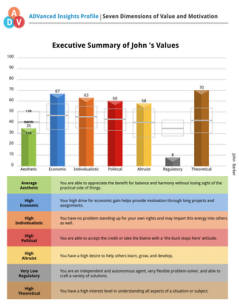
- It has the highest validity and reliability scores worldwide
- The only assessment to scientifically measure 77 Business & Personal Strengths
- Achieve real clarity and accelerate Your Core Strengths
- Lead with more Emotional Intelligence
- Know How to Adapt Better



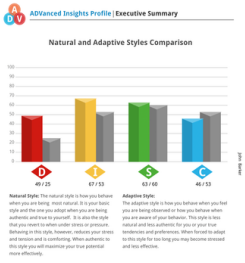




ATTRIBUTE INDEX



VALUES INDEX



DISC INDEX

You can benefit by customising for Your exact needs, with in-depth analyses & coaching reports for:

- **Leadership**
- **Emotional Intelligence**
- **Customer Service**
- **Management**
- **Sales**
- **Finance/Financial Services**
- **IT**
- **Sales Management**
- **General Employment**
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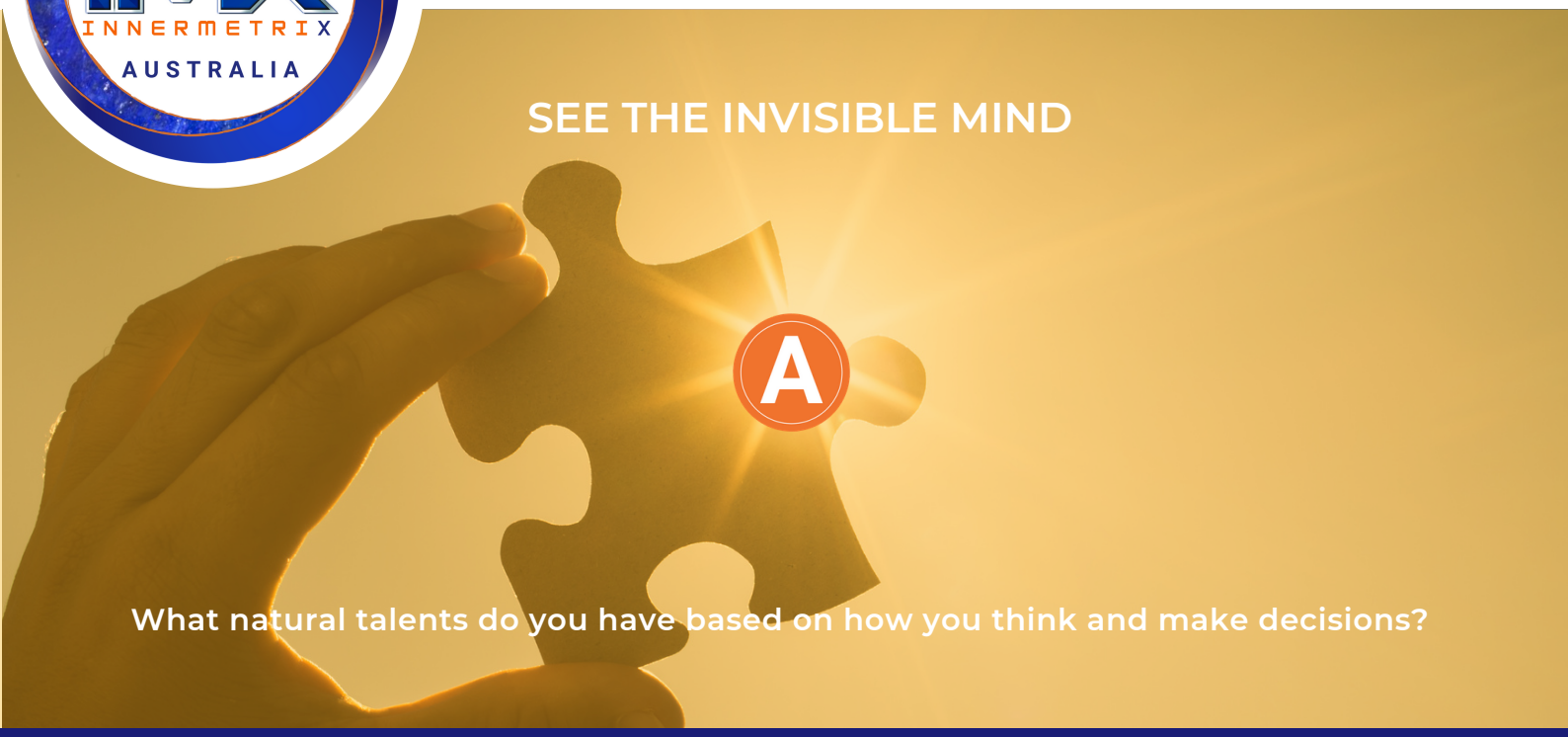
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WE VALUE YOUR PERSONAL & PROFESSIONAL DEVELOPMENT

THE ATTRIBUTE INDEX

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SEE THE INVISIBLE MIND



What natural talents do you have based on how you think and make decisions?

Innermetrix Assessments are used by **1,700 consultants** in **42 countries.**
ADVanced Insights Analyses & Leadership Coaching Reports - completed by over **6,000,000 people**.

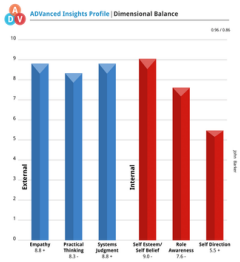
ATTRIBUTE INDEX **The What?** Measuring an individual's thinking & decision-making style and their 77 personal skills & strengths.

- The Attribute Index is a revolutionary assessment for Business Owners, Individuals and Business Coaches to identify and improve the judgement calls and decision making skills needed to increase performance - individually and in teams.
- Created specifically for the business environment, the Attribute Index has powerful ways of explaining an individual's thinking style, biases, blind spots & dominant habits of thinking. It shows clarity, focus and attention in 77 areas of skill & personal excellence.
- Over 30 validation studies show it to be the most accurate strengths analysis worldwide. By using it you can Recruit, Develop & Retain the very best Talent.

The Attribute Index is unique:







ATTRIBUTE INDEX

- The 1st Assessment to **scientifically** measure real business strengths.
- You can have complete peace of mind as the Attribute Index is underpinned by The Formal Science of Axiology.
- Dr. Robert Hartman, the designer, was nominated for the Nobel Prize in 1973.

You can benefit by customising for Your exact needs, with in-depth analyses & coaching reports for:

- **Leadership**
- **Emotional Intelligence**
- **Customer Service**
- **Management**
- **Sales**
- **Finance/Financial Services**
- **IT**
- **Sales Management**
- **General Employment**
- **Elite Athletic Performance**
- **Job Benchmarking.**



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Customised Coaching Reports in The Attribute Index Identify & Measure Your:



The Attribute Index

Leadership: Critical Success Factors

1. Envisioning an Outcome
2. Understanding Your Supporters
3. Communicating Your Vision
4. Serving Others
5. Inspiring Others
6. Guiding Others
7. Developing Yourself

Emotional Intelligence: Critical Success Factors

1. Communication Skills
2. Interpersonal Skills
3. Personal Motivators
4. Self-Awareness
5. Self-Management
6. Social Awareness
7. Social Skills

Customer Service: Critical Success Factors

1. Communicating with Customers
2. Personal Work Attitude
3. Problem Solving Capacity
4. Relating with Others
5. Work Ethic

Management: Critical Success Factors

1. Human Resource Management
2. Performance Management
3. Personal Motivators
4. Planning and Organizing
5. Production Management
6. Self-Management

Sales: Critical Success Factors

A. Prospecting.
B. Greeting
C. Qualifying
D. Demonstrating
E. Influencing
F. Closing

Financial Services: Critical Success Factors

A. Communicating with Customers
B. Critical Sales Attributes
C. Goal achievement
D. Integrity and Trust
E. Planning and Organizing
F. Problem Solving Capacity
G. Self-Starting Ability

I.T. Critical Success Factors

1. Collaborative Relationships
2. Communication Skills
3. Decision Making
4. Developing Talent
5. Planning and Organizing
6. Problem Solving Capacity
7. Self-Management
8. Strategic Planning

Sales Management: Critical Success Factors

1. Developing Talent
2. Finding Talent
3. Goal Achievement
4. Guiding Vision
5. Leading Talent
6. Rough Water Navigation
7. Strategic Planning

General Employment: Critical Success Factors

A. Getting Results
B. Interpersonal Skills
C. Making Decisions
D. Work Ethic

Elite Athletic Performance: Critical Success Factors

A. Problem Solving
B. Teamwork
C. Getting Results
D. Mental Drive and Grit
E. Self Sufficiency

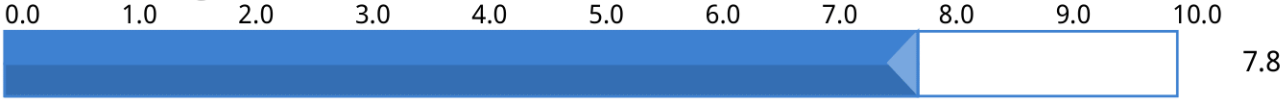
Russell Wylie - Innermetrix Master Distributor Australia (Melbourne, Sydney, Brisbane) - © Copyright Innermetrix Incorporated 2005-2010 All rights reserved

This graph summarizes the 7 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

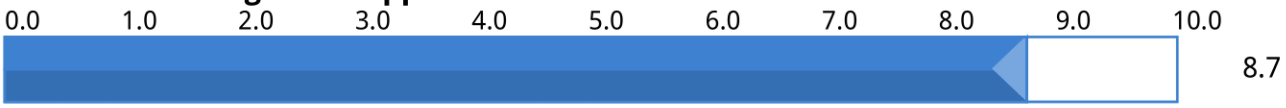
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Report Component Graphs

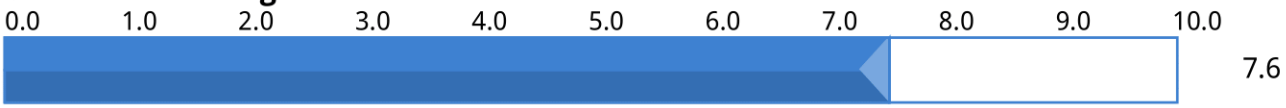
1. Envisioning an Outcome



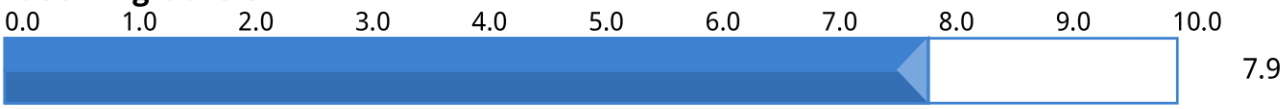
2. Understanding Your Supporters



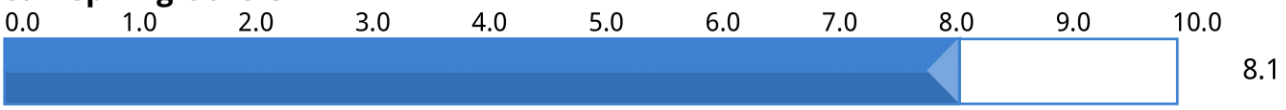
3. Communicating Your Vision



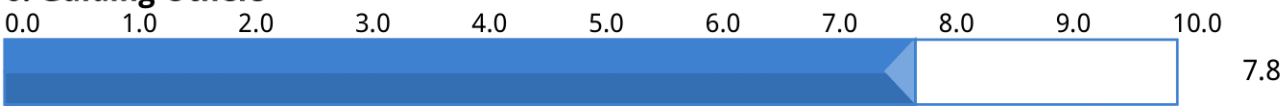
4. Serving Others



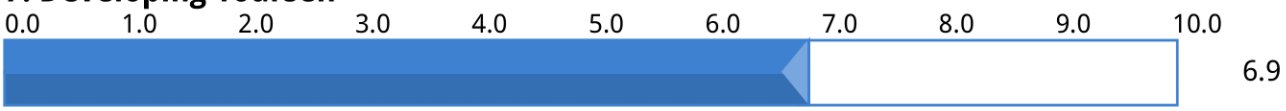
5. Inspiring Others



6. Guiding Others



7. Developing Yourself

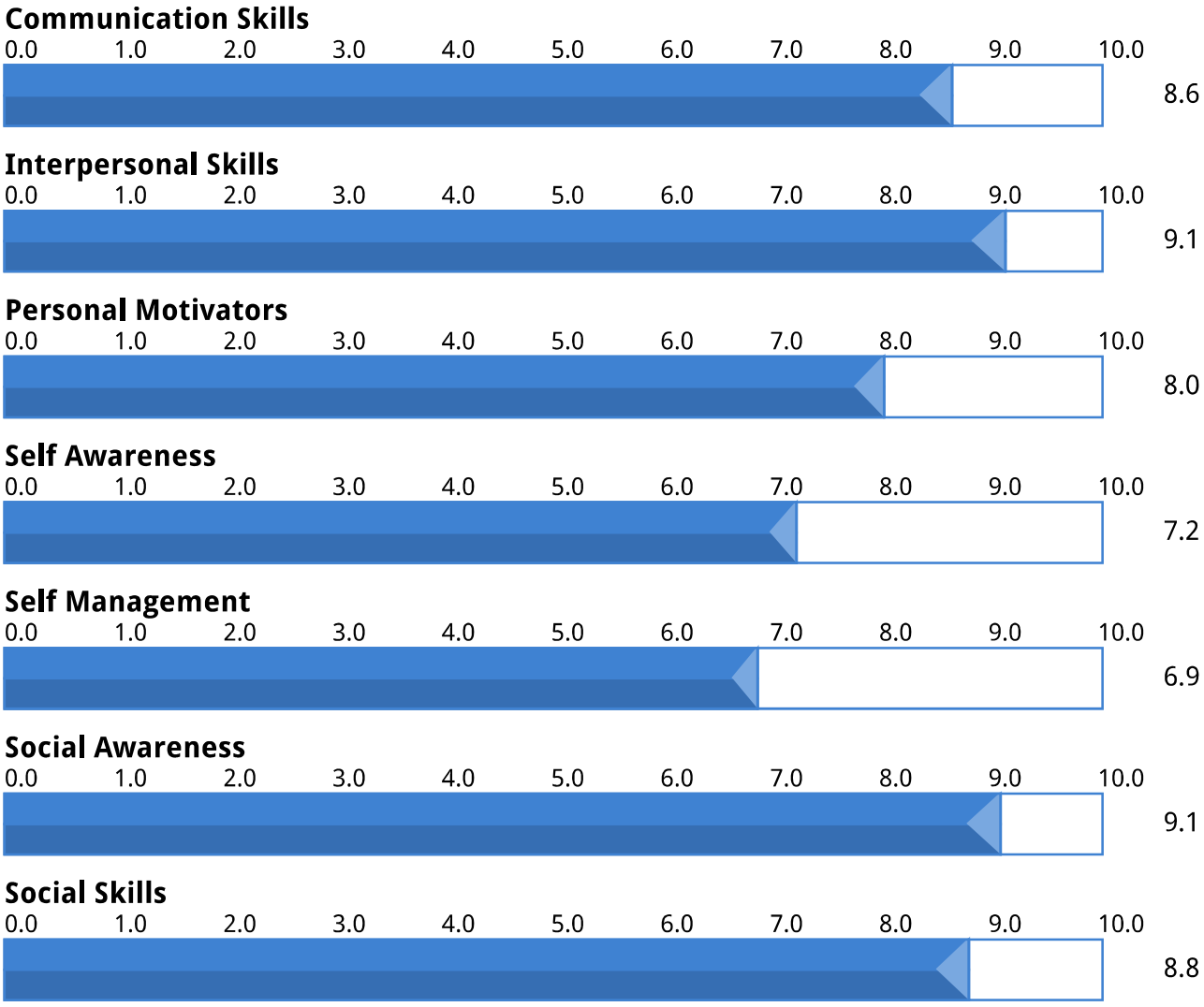


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This graph summarizes the 7 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

For years, people have taught that a person's intellectual intelligence is the greatest predictor of success. In the past 10 years, however, researchers have found that this isn't necessarily the case -- that in actuality, a person's emotional intelligence quotient (EQ) might be a greater predictor of success than his IQ. What is emotional intelligence? When Drs. Mayer, Ph.D., and Salovey, Ph.D., introduced the term "emotional intelligence", they used the term to describe a person's ability to understand personal emotions and the emotions of others and to act appropriately based on this understanding.

Report Component Graphs



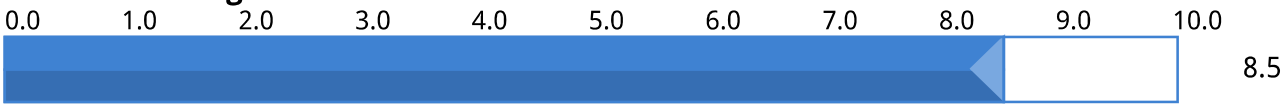
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This graph summarizes the 5 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

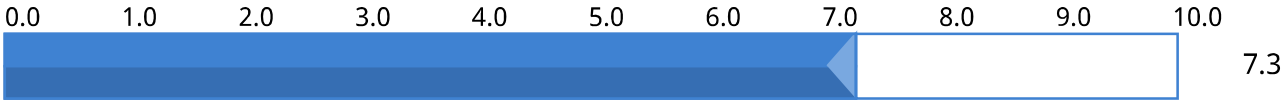
This Customer Service assessment report is designed to objectively measure those capacities which are vital to successfully dealing with customers. This report seeks to provide valuable insight into John 's specific aptitudes and abilities in relating to, understanding and satisfying the customer.

Report Component Graphs

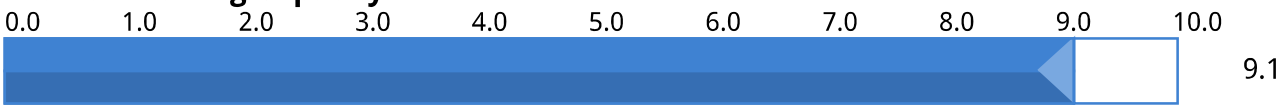
Communicating with Customers



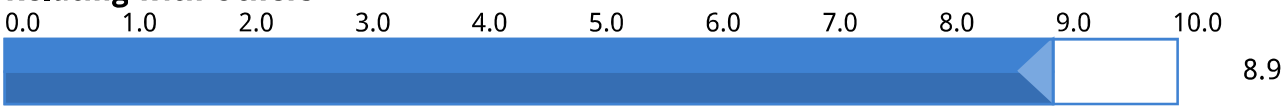
Personal Work Attitude



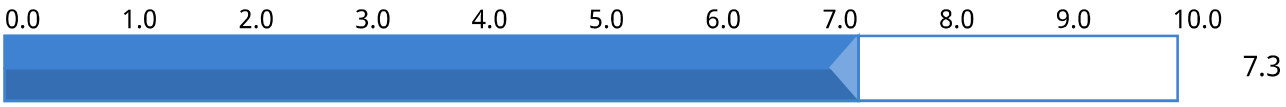
Problem Solving Capacity



Relating with Others



Work Ethic

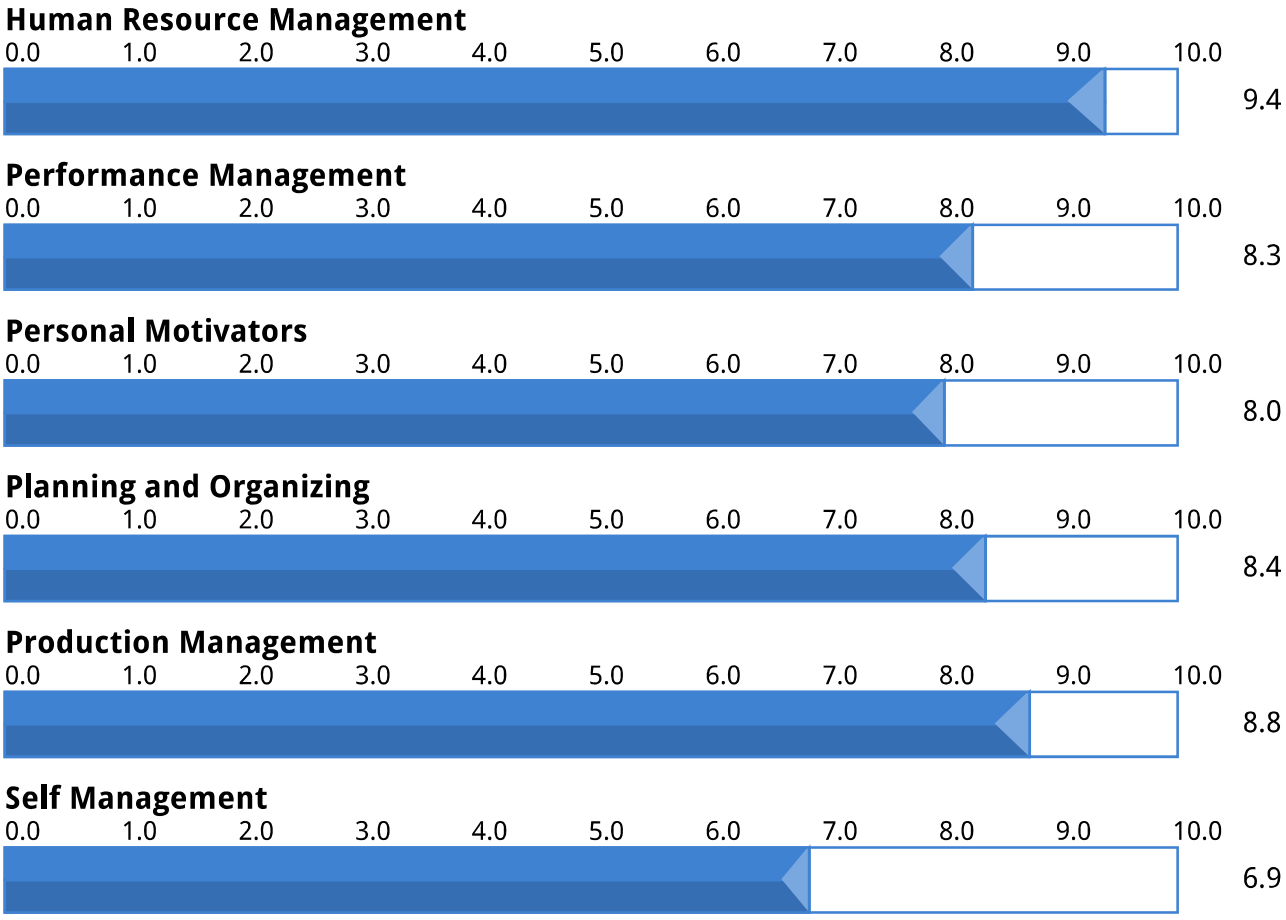


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This graph summarizes the 6 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

This Management profile is designed to measure capacities which are vital to successful management of others. This report may provide valuable insight into John 's specific aptitudes and abilities in a multitude of business management related categories.

Report Component Graphs



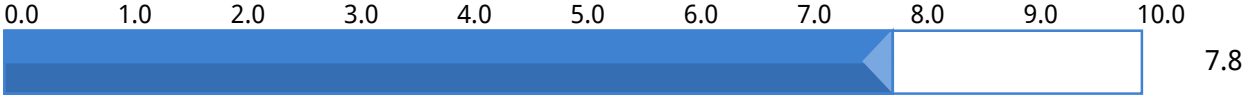
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This graph summarizes the 6 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

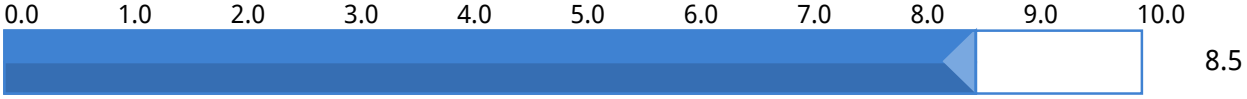
This Sales Assessment Profile is designed to objectively measure those capacities which are vital to success in a sales capacity. This report seeks to provide valuable insight into John 's specific aptitudes and abilities in a multitude of sales related categories.

Report Component Graphs

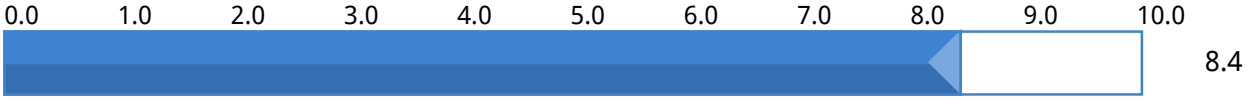
A. PROSPECTING



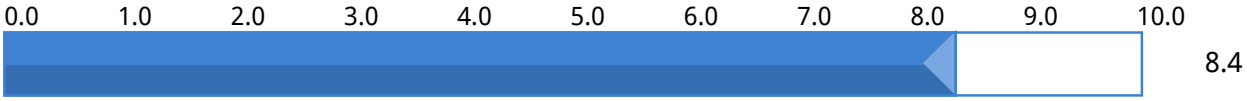
B. GREETING



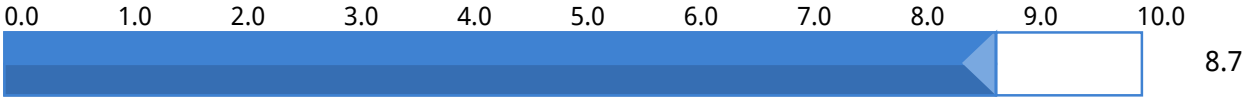
C. QUALIFYING



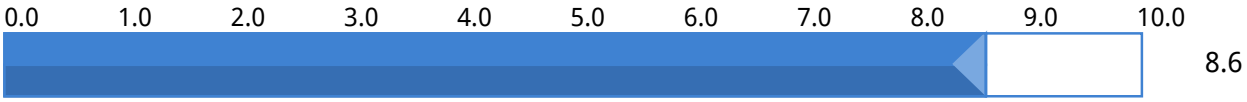
D. DEMONSTRATING



E. INFLUENCING



F. CLOSING

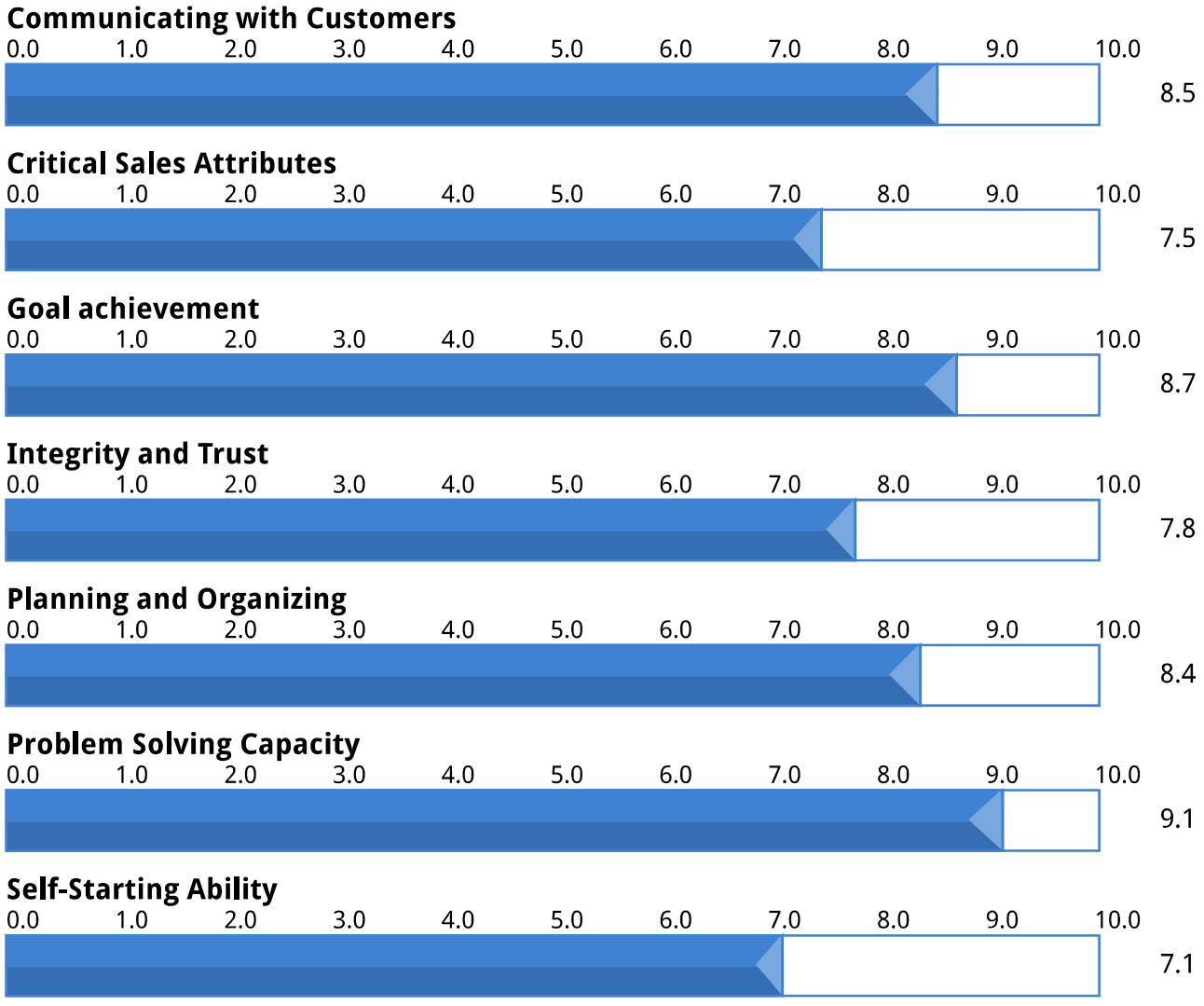


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This graph summarizes the 7 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

This graph summarizes the 7 categories that comprise this Innermetrix Talent Profile. A description and mean score for each category is on the following page. This profile is based on the results of a research study on over 500 financial service professionals from the five big houses which was conducted in 2005.

Report Component Graphs

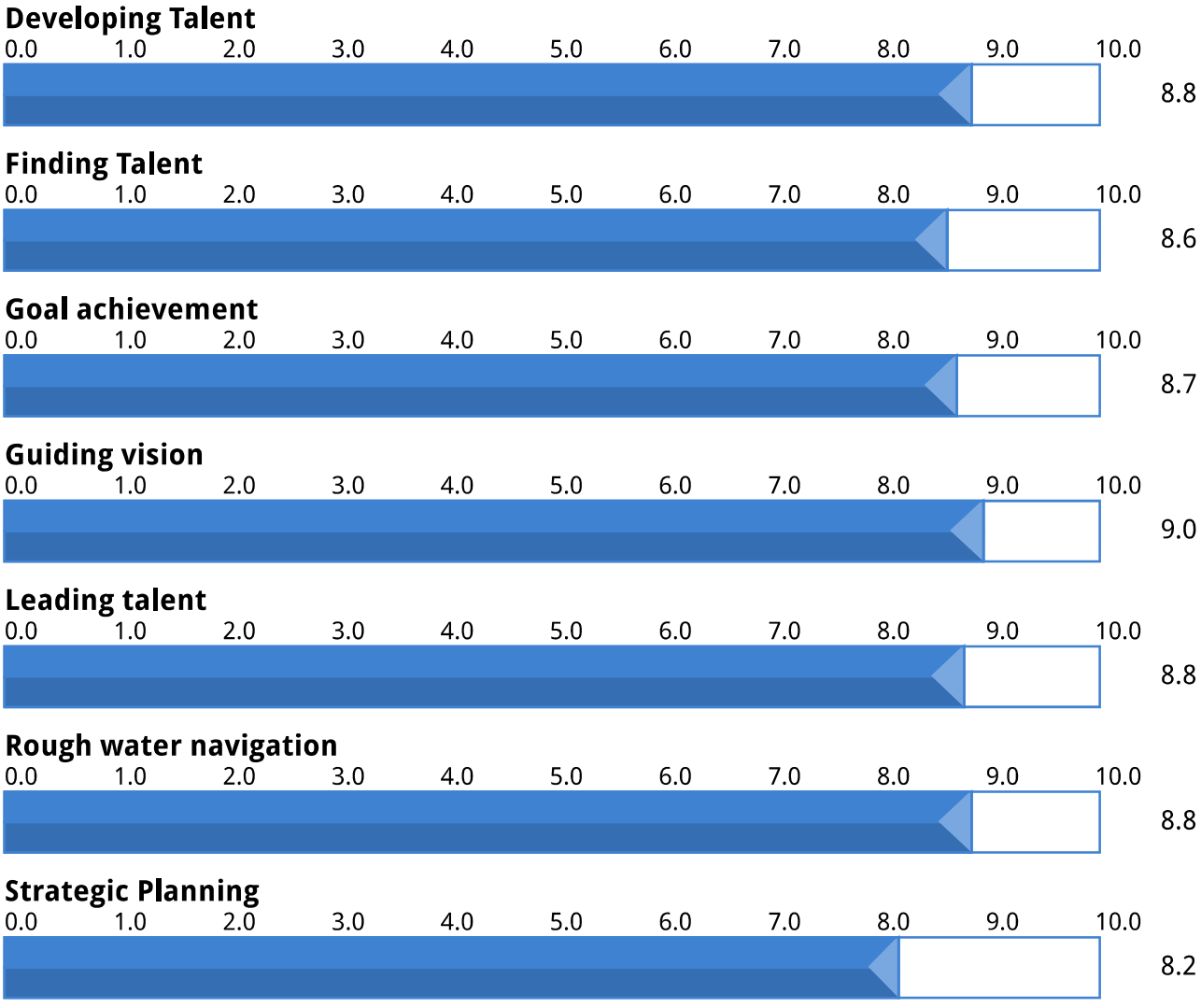


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This graph summarizes the 7 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

This Sales Management report is designed to measure capacities which are vital to successful management in a sales environment. This report may provide valuable insight into John 's specific aptitudes and abilities in a multitude of sales management related categories.

Report Component Graphs

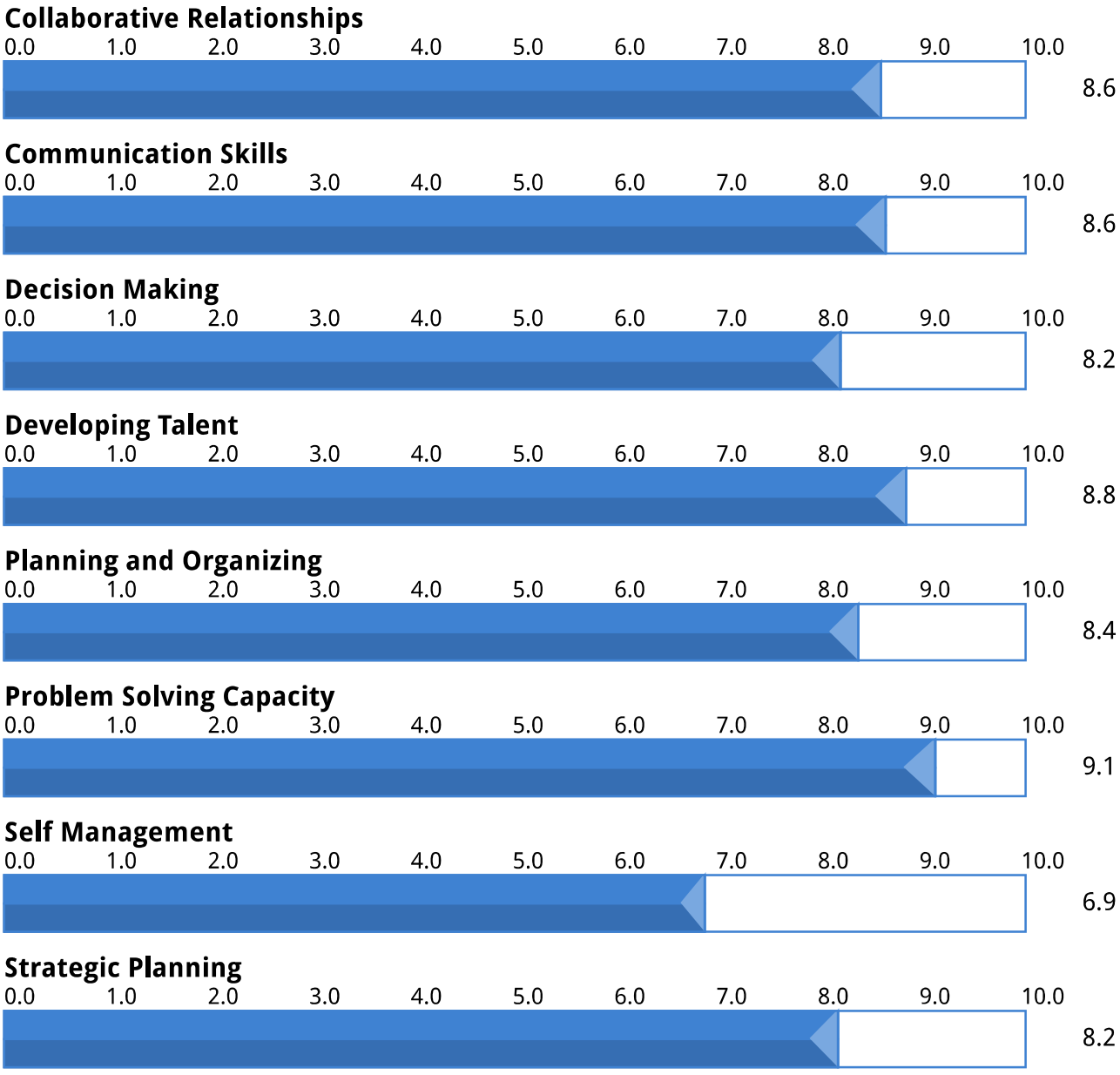


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This graph summarizes the 8 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

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Report Component Graphs



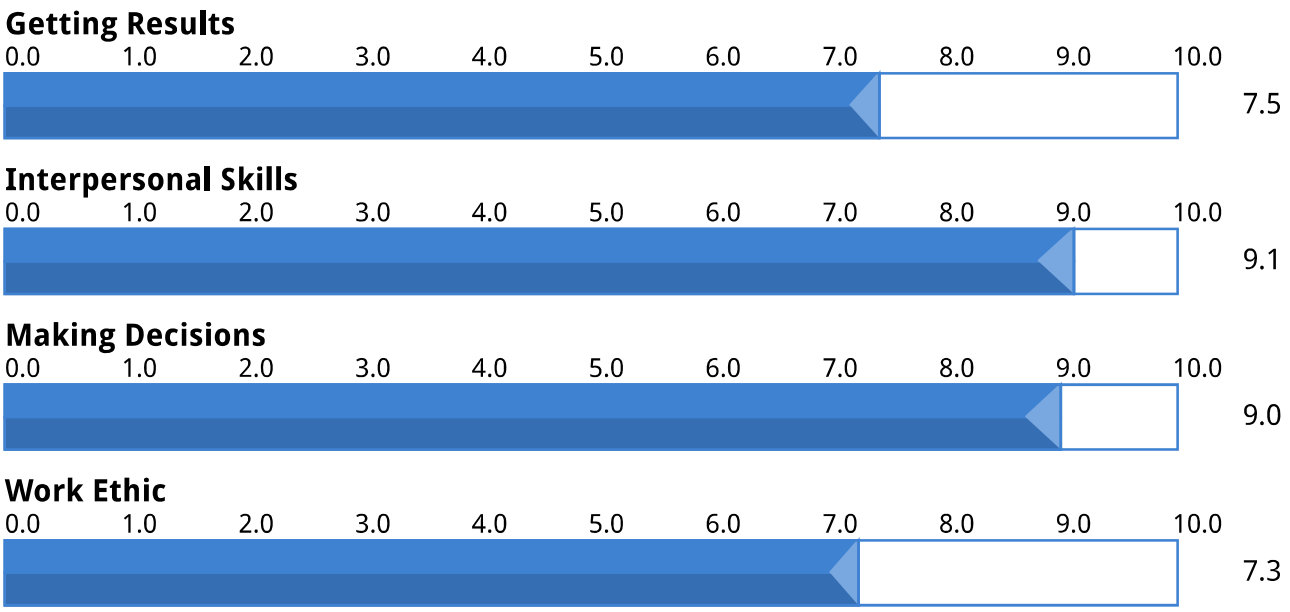
John Barker

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This graph summarizes the 4 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

This general employee assessment report is designed to objectively measure, and provide a general overview of John 's abilities in a work environment.

Report Component Graphs

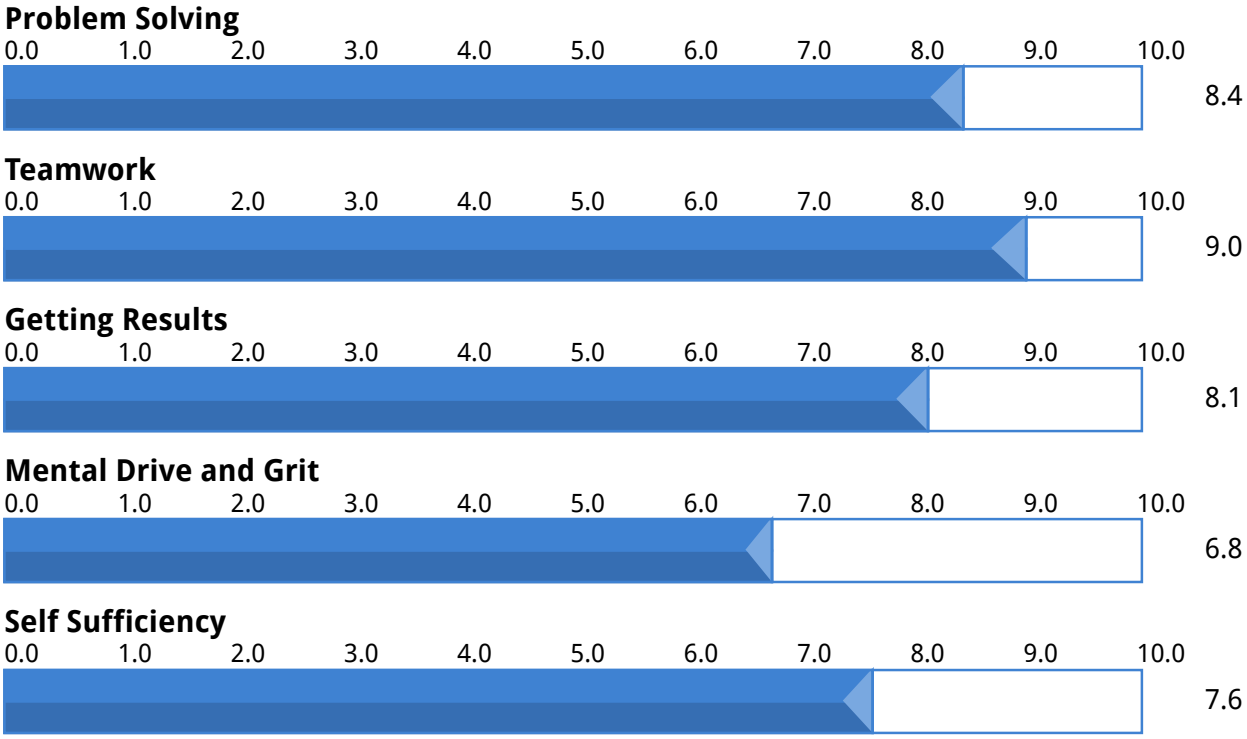


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This graph summarizes the 5 Categories that comprise this Talent Profile. A description and mean score for each category is on the following page.

This profile is designed to help the top athlete and their management to identify latent natural talents that aren't obvious or observable physically. Mental strengths (e.g., character, attitude, motivation, self-confidence, etc.) are just as much a factor in achieving peak performance as are physical talents. This report will help you understand your natural strengths so you can play to them more, and learn your natural weaknesses so you can keep them from getting in your way.

Report Component Graphs



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