

Stop Hiring Sales Reps Who Can't Sell

The Sales Potential Assessment

The #1 reason sales teams miss target? A bad hire - And you only realise it months later, after lost deals, wasted salaries, and missed revenue.

The POP 7 Sales Potential Assessment tells you 'before you hire' whether someone can actually sell. No more guesswork. No more bad hires.

WITH THIS TOOL, YOU WILL:

- **Spot winners early** - identify high-potential hires before they're on your payroll
- **Coach with purpose** - know exactly what drives each rep to perform
- **Protect your revenue** - never again hire "nice" salespeople who can't close
- **Build a winning team** - designed specifically for revenue-generating roles

WORK WITH THE EXPERT

With over 20 years of sales experience, Kristin Harper, founder of Harper Co Sales Coaching, has helped top-performing sales teams across industries and coach's leaders to build high-performance teams. He is also the regional distributor of the POP7.0™ Sales Assessment Tool in Australia, holding exclusive rights in New Zealand.

WHO ITS FOR:

Any business where sales performance makes or breaks the bottom line.

- High-growth teams with no room for mis-hires
- Leaders tired of guesswork and gut feel
- Companies that need reps who can prospect, self-manage, and close
- **POP7.0™ Sales Assessment Tool gives you a real edge** in selecting and developing top performers.

WHY IT WORKS:

Most "tests" measure personality. This one **predicts performance**.

- **Built for sales** - Designed from the ground up for revenue roles
- **Proven globally** - 40+ years of research, validated in 40+ countries
- **Actionable** - Gives you a hiring decision and a coaching roadmap

WHAT YOU GET



Manager snapshots
for Fast Team Insights



Instant online activation



Predictive scoring based on
real sales success



Post-hire coaching roadmap

**DON'T WAIT UNTIL YOU MISS
TARGET OR LOSE A CLIENT.**

Get your **FREE** sample report at www.harpercoach.com.au
+61 480 564 170 | kristin@harpercoach.com.au