

Legend:

- ★ Excellent
- ☆ Above average
- Average
- Below average

	Resiliency	Competitiveness	Prospecting	Qualifying	Influencing	Closing	Work Ethic Plus	Self Management	Self Awareness
Steve Jones	☆	●	●	☆	●	☆	☆	☆	●
Tim Smith	●	●	●	●	●	●	●	●	●
Lisa Miller	☆	●	★	★	☆	●	●	★	★
Rick Davis	●	●	●	●	●	●	●	●	●
Ann Thomas	●	●	●	●	●	●	●	●	●
Bob Harris	●	☆	●	☆	☆	☆	☆	☆	●
Tammy Rogers	●	●	●	●	●	●	●	●	●
Stephen Drake	☆	●	★	☆	●	●	☆	★	★
Jason Williams	●	●	●	●	●	●	●	●	●
Eric Brown	●	●	☆	☆	●	★	●	☆	★
Jim Davis	●	●	●	●	●	●	●	●	●
Nelson Reynolds	●	●	●	●	●	☆	●	●	●
Wendy Ericson	☆	☆	☆	☆	★	★	●	●	●
Dana Philips	●	●	●	●	●	☆	●	●	☆
Tom Lewis	●	●	●	●	●	●	●	●	●

Resiliency

- Emotional Control
- Handling Rejection
- Handling Stress
- Initiative
- Persistence
- Personal Commitment
- Project & Goal Focus
- Realistic Personal Goal Setting
- Results Orientation
- Self Control

Competitiveness

- Creativity
- Proactive Thinking
- Results Orientation
- Self Starting Ability
- Status and Recognition

Prospecting

- Initiative
- Intuitive Decision Making
- Persistence
- Role Confidence
- Self Starting Ability

Qualifying

- Balanced Decision Making
- Empathetic Outlook
- Evaluating What Is Said
- Problem & Situation Analysis
- Self Confidence

Influencing

- Flexibility
- Persuading Others
- Understanding Attitude
- Understanding Motivational Needs

Closing

- Attention to Detail
- Handling Rejection
- Results Orientation
- Self Confidence

Work Ethic Plus

- Balanced Decision Making
- Job Ethic
- Meeting Standards
- Personal Accountability
- Respect for Policies
- Results Orientation
- Self Discipline & Sense of Duty

Self Management

- Consistency and Reliability
- Handling Stress
- Personal Accountability
- Project and Goal Focus
- Realistic Personal Goal Setting
- Self Assessment
- Self Confidence
- Self Control
- Self Discipline & Sense of Duty
- Self Starting Ability

Self Awareness

- Self Assessment
- Self Confidence
- Self Direction

*Red dot in Resiliency or Competitiveness is automatic disqualification.

