



The **POP7.0™** is based on the POP™, the leading selection, training and coaching tool for competitive sales people. The **POP7.0™** has evolved through 7 generations of validation and has proven to be predictive in over 25 countries and 30 languages.

### **POP7.0™**

- Identifies candidates with sales success DNA
- Provides a customized prediction model for any organization
- Predicts sales performance
- Provides a management snapshot that identifies future sales managers
- Includes extensive post-hire feedback for both manager and candidate

The **POP7.0™** is the Self Management Group's flagship profile. It has been used worldwide to help organizations build successful sales teams and distribution systems. The **POP7.0™** is the most validated sales selection tool having a database of millions of successful sales hires.



**STEVEN ROSEN**  
AUTHOR | COACH | SPEAKER

20 Pickett Crescent, Richmond Hill, ON Canada L4C 9K9  
Phone. 905 737 4548 Email. [steven@starresults.com](mailto:steven@starresults.com)  
Website. [www.starresults.com](http://www.starresults.com)

## POP7.0™ Predicts Performance and Retention!

The **POP7.0™** is a fully integrated, online recruiting, selection, succession planning and coaching tool. It is a comprehensive approach to selection and development based on advanced statistical methods and over 30 years of professional coaching work with top sales professionals and managers.

**POP7.0™** provides an organization with the immediate use of our insights compiled from our validation studies and the development of Best Practices in the selection and retention of top sales performers.

Based on the POP™, the **POP7.0™** helps managers select top performers, focus the training on each individual and then coach to the specific needs of the sales professional.

The POP™ is a normative profiling instrument that has been used to profile and track the careers of millions of people in competitive sales careers. With the quantity and quality of data, the POP™ has been validated in many sales cultures and used to develop predictive profiles for many leading organizations.



## SELF MANAGEMENT GROUP

The **Self Management Group** is a world leader in screening, selecting, developing, and retaining top performers. For over 30 years, the **Self Management Group** has partnered with leading companies to develop high performance, self managed organizational cultures.

For more information about hiring top sales performers and building a high performance sales organization please contact us.

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Phone. 905 737 4548 Email. [steven@starresults.com](mailto:steven@starresults.com)  
Website. [www.starresults.com](http://www.starresults.com)