

## Compare Candidates

**Profile:** Direct - Seattle  
**Created by:** Carol Stern  
**Date:** Feb 22, 2016  
**Type:** Ideal  
**Job Role:** Direct Rep

**Sharon Roofton**

**Ross Nungester**

**Kyle Finnley**

Score: 81

Score: 80

Score: 75

Date Completed: Mar 1, 2016

Date Completed: Mar 1, 2016

Date Completed: Mar 1, 2016

Location: New York

Location: New York

Location: New York

MarketSegment: SMB

MarketSegment: SMB

MarketSegment: SMB

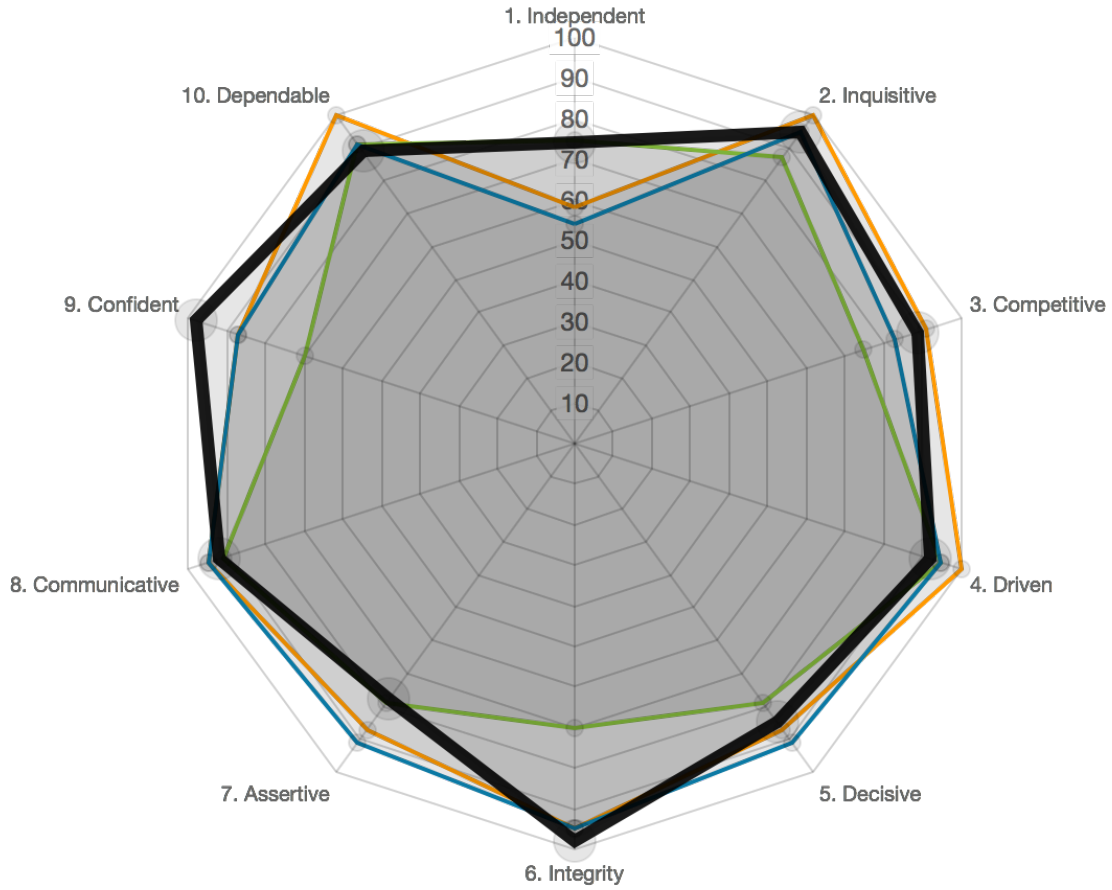
You are aware of your feelings and how to express them. You tend to speak up and take care of situations. You are also comfortable leading groups. You have a strong conviction in your beliefs and can successfully influence others to follow your lead. Words and phrases that describe you: eager, strong-willed, energizing.

You have the ability to see important new directions that can improve the organization. You have a strong conviction in your beliefs and can successfully influence others to follow your lead. You enjoy helping team members build their skill sets and guiding others when they need assistance with work issues. Words and phrases that describe you: idealist, energizing, mentoring.

You are comfortable and proficient at assigning tasks to teammates and following up to make sure that work is completed. You have a strong conviction in your beliefs and can successfully influence others to follow your lead. You enjoy helping team members build their skill sets and guiding others when they need assistance with work issues. Words and phrases that describe you: sharing, energizing, mentoring.

## Direct - Seattle vs. Selected Candidates

Profile  
  Sharon Roofton  
  Ross Nungester  
  Kyle Finnley



The closer the Candidate's line to the Profile line, the better.

### Distinct Traits

|   |   |  |
|---|---|--|
| <p><b>1 Independent</b><br/>                     Candidate Score: 54<br/>                     Profile Score: 74<br/> <span style="background-color: #d9534f; color: white; padding: 2px 5px; border: 1px solid black;">Low Similarity</span></p>  | <p><b>Independent</b><br/>                     Candidate Score: 75<br/>                     Profile Score: 74<br/> <span style="background-color: #5cb85c; color: white; padding: 2px 5px; border: 1px solid black;">High Similarity</span></p> | <p><b>Independent</b><br/>                     Candidate Score: 58<br/>                     Profile Score: 74<br/> <span style="background-color: #d9534f; color: white; padding: 2px 5px; border: 1px solid black;">Low Similarity</span></p>     |
| <p><b>2 Inquisitive</b><br/>                     Candidate Score: 95<br/>                     Profile Score: 95<br/> <span style="background-color: #5cb85c; color: white; padding: 2px 5px; border: 1px solid black;">High Similarity</span></p> | <p><b>Inquisitive</b><br/>                     Candidate Score: 87<br/>                     Profile Score: 95<br/> <span style="background-color: #d9534f; color: white; padding: 2px 5px; border: 1px solid black;">Low Similarity</span></p>  | <p><b>Inquisitive</b><br/>                     Candidate Score: 100<br/>                     Profile Score: 95<br/> <span style="background-color: #f0ad4e; color: white; padding: 2px 5px; border: 1px solid black;">Medium Similarity</span></p> |

**3 Competitive**  
Candidate Score: 83  
Profile Score: 89  
**Medium Similarity**

**Competitive**  
Candidate Score: 75  
Profile Score: 89  
**Low Similarity**

**Competitive**  
Candidate Score: 91  
Profile Score: 89  
**High Similarity**

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**4 Driven**  
Candidate Score: 95  
Profile Score: 92  
**High Similarity**

**Driven**  
Candidate Score: 95  
Profile Score: 92  
**High Similarity**

**Driven**  
Candidate Score: 100  
Profile Score: 92  
**Medium Similarity**

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**5 Decisive**  
Candidate Score: 91  
Profile Score: 85  
**Medium Similarity**

**Decisive**  
Candidate Score: 79  
Profile Score: 85  
**Medium Similarity**

**Decisive**  
Candidate Score: 87  
Profile Score: 85  
**High Similarity**

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**6 Integrity**  
Candidate Score: 95  
Profile Score: 98  
**Medium Similarity**

**Integrity**  
Candidate Score: 70  
Profile Score: 98  
**Low Similarity**

**Integrity**  
Candidate Score: 95  
Profile Score: 98  
**Medium Similarity**

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**7 Assertive**  
Candidate Score: 91  
Profile Score: 78  
**Low Similarity**

**Assertive**  
Candidate Score: 79  
Profile Score: 78  
**High Similarity**

**Assertive**  
Candidate Score: 87  
Profile Score: 78  
**Low Similarity**

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**8 Communicative**  
Candidate Score: 95  
Profile Score: 92  
**High Similarity**

**Communicative**  
Candidate Score: 91  
Profile Score: 92  
**High Similarity**

**Communicative**  
Candidate Score: 95  
Profile Score: 92  
**High Similarity**

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**9 Confident**  
Candidate Score: 87  
Profile Score: 98  
**Low Similarity**

**Confident**  
Candidate Score: 70  
Profile Score: 98  
**Low Similarity**

**Confident**  
Candidate Score: 87  
Profile Score: 98  
**Low Similarity**

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**10 Dependable**  
Candidate Score: 91  
Profile Score: 89  
**High Similarity**

**Dependable**  
Candidate Score: 91  
Profile Score: 89  
**High Similarity**

**Dependable**  
Candidate Score: 100  
Profile Score: 89  
**Low Similarity**

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**11 Negotiator**  
Candidate Score: 79  
Profile Score: 39  
**Low Similarity**

**Negotiator**  
Candidate Score: 87  
Profile Score: 39  
**Low Similarity**

**Negotiator**  
Candidate Score: 83  
Profile Score: 39  
**Low Similarity**

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**12 Empathic**  
Candidate Score: 87  
Profile Score: 78  
**Low Similarity**

**Empathic**  
Candidate Score: 75  
Profile Score: 78  
**Medium Similarity**

**Empathic**  
Candidate Score: 62  
Profile Score: 78  
**Low Similarity**

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**13 Discipline**  
Candidate Score: 83  
Profile Score: 86  
**High Similarity**

**Discipline**  
Candidate Score: 75  
Profile Score: 86  
**Low Similarity**

**Discipline**  
Candidate Score: 91  
Profile Score: 86  
**Medium Similarity**

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**14 Adaptable**  
Candidate Score: 91  
Profile Score: 93  
**High Similarity**

**Adaptable**  
Candidate Score: 91  
Profile Score: 93  
**High Similarity**

**Adaptable**  
Candidate Score: 95  
Profile Score: 93  
**High Similarity**

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**15 Coaching**  
Candidate Score: 66  
Profile Score: 75  
**Low Similarity**

**Coaching**  
Candidate Score: 95  
Profile Score: 75  
**Low Similarity**

**Coaching**  
Candidate Score: 100  
Profile Score: 75  
**Low Similarity**

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**16 Leadership**  
Candidate Score: 91  
Profile Score: 75

**Leadership**  
Candidate Score: 83  
Profile Score: 75

**Leadership**  
Candidate Score: 95  
Profile Score: 75

Low Similarity

Low Similarity

Low Similarity

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**17 Organized**  
Candidate Score: 79  
Profile Score: 75

Low Similarity

**Organized**  
Candidate Score: 83  
Profile Score: 75

Low Similarity

**Organized**  
Candidate Score: 95  
Profile Score: 75

Low Similarity

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**18 Passionate**  
Candidate Score: 100  
Profile Score: 75

Low Similarity

**Passionate**  
Candidate Score: 75  
Profile Score: 75

High Similarity

**Passionate**  
Candidate Score: 95  
Profile Score: 75

Low Similarity

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**19 Amiable**  
Candidate Score: 83  
Profile Score: 78

Medium Similarity

**Amiable**  
Candidate Score: 83  
Profile Score: 78

Medium Similarity

**Amiable**  
Candidate Score: 100  
Profile Score: 78

Low Similarity

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**20 Creative**  
Candidate Score: 95  
Profile Score: 67

Low Similarity

**Creative**  
Candidate Score: 45  
Profile Score: 67

Low Similarity

**Creative**  
Candidate Score: 100  
Profile Score: 67

Low Similarity