

Predict Sales Success with Simulation



EASy Simulation® Virtual Customer - Sales



Take the guesswork out of hiring top sales associates! With Employment Technologies' new Virtual Customer - Sales simulation, you can quickly and accurately pinpoint applicants with the greatest potential for success.

Unlike traditional employment tests, only the Virtual Customer lets applicants test-drive the job and prove they have the skills to:

- Easily build customer rapport
- Confidently promote products and services
- Respond persuasively to questions and objections
- Meet and exceed sales goals
- Increase revenue and boost customer retention

Accelerate Sales and Profitability

Now you don't have to wait until new associates are on the job to discover their true sales potential. As applicants sell to our *virtual* customers, you'll discover which candidates have the skills to sell to your *real* customers.

The real advantage of the Virtual Customer is the experience. Applicants pre-experience the sales associate job, resulting in more realistic job expectations and a shorter learning curve once they're on the job. You'll pre-experience applicants' sales skills, giving you greater confidence in who you hire and enabling you to reach sales goals more quickly.

The Virtual Customer – Sales simulation gives you everything you need to hire and develop top associates who consistently sell more and build stronger customer relationships.



From Employment Technologies Corporation



EASy Simulation Experience

Employment Technologies offers a complete hiring and development experience for sales associates that can include:

Virtual Customer – Sales

Virtual Cash Drawer

EASyView - QuickScreen

e.SKILLS and e.SKILLS Bilingual

Structured Employment Interviews

Sales Fit Index

For more information:

800-833-EASy (3279)

www.etc-easy.com



Employment Technologies
CORPORATION

*The world's #1 provider of
pre-employment simulations*

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Why Simulation?

It works.

Pilots, surgeons, and astronauts use simulation for one simple reason—it works. Let simulation work for your company too. When the cost of making a mistake is high, only the power of EASy Simulations provide a direct measure of performance.

It's real.

With EASy Simulations, candidates perform actual job tasks. By immersing candidates in the job, they have a realistic preview of the job, and you have a realistic preview of the candidate.

It's easy.

EASy Simulations are web-delivered, giving you complete flexibility and convenience. Simulations can be administered onsite or remotely, and our data portal provides instant 24/7 access to comprehensive results for both hiring and development.

It's proven.

More than 50 studies confirm that EASy Simulations result in higher accuracy, more favorable acceptance, and less adverse impact than traditional tests. EASy Simulations are proven to:

- Predict performance with unparalleled accuracy
- Reduce HR time and costs
- Accelerate employee development
- Reduce employee turnover
- Boost sales and productivity
- Improve business results

About Employment Technologies

As the pioneer and world's #1 provider of pre-employment simulations, Employment Technologies has helped companies hire, develop, and retain top performers for more than 20 years. Millions of candidates have experienced our simulations, and EASy Simulations continue to be the most highly recognized and awarded HR products in the industry. When performance counts, realism gets results.

Experience the EASy Simulation difference.