

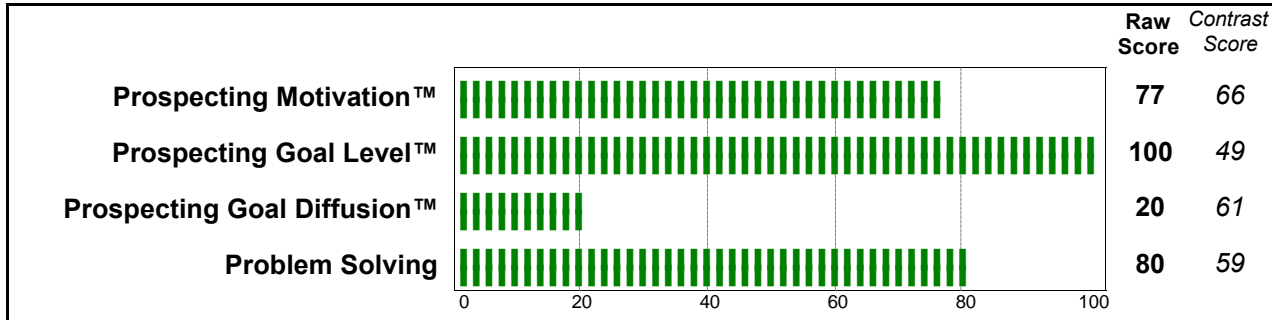
SPQ*GOLD® Graphical Report

Name: Kevin Sample

Test Date: 06/11/02

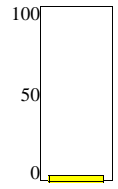
General: Direct Sales

Sales Call Reluctance® Impostors

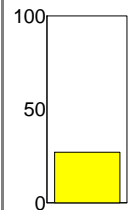


Filters

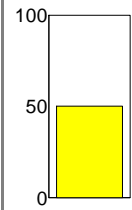
Impression Mgt.



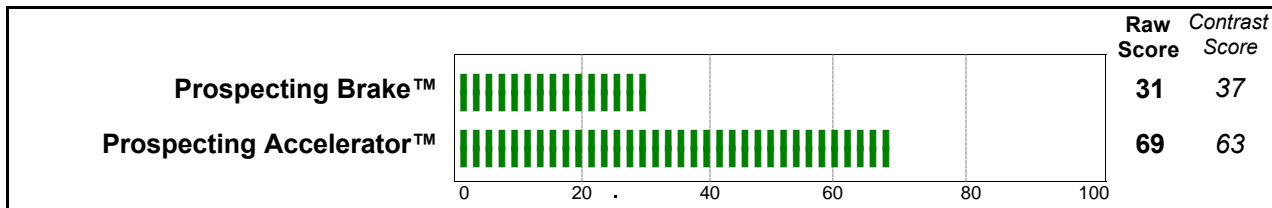
Hedging



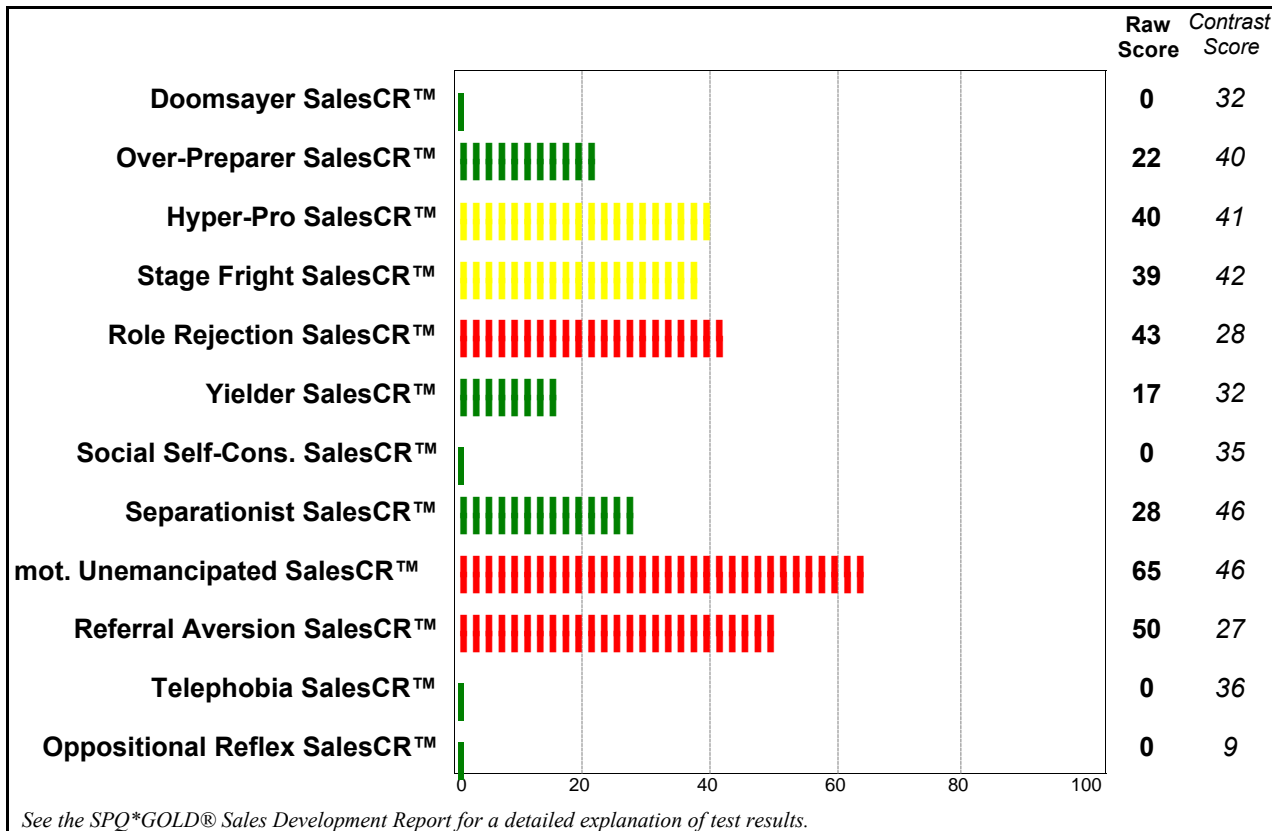
Resp Cons.



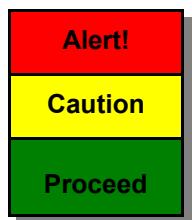
Sales Call Reluctance® Overview



Sales Call Reluctance® Types



Key



See the SPQ*GOLD® Sales Development Report for a detailed explanation of test results.

Note: This report has been optimized for 300 dpi color printing.

