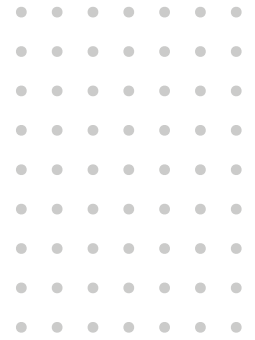


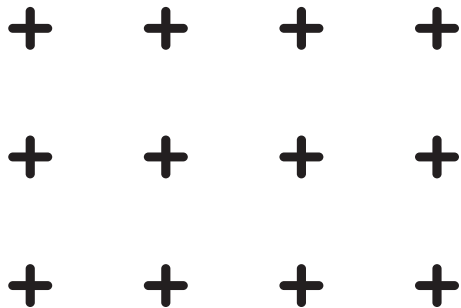


TTI SUCCESS INSIGHTS®



Accurate, Effective, Elevated:

Everything You Need to Know About
Assessments For Your Consulting Business



What are **People-focused Assessments?**

- ∴ People-focused assessment tools are used to increase self-awareness and awareness of others.
- ∴ **Assessments can reveal the how and why behind actions, emotional intelligence, competencies, skills, and more.**

These assessments are used by organizations and businesses to develop employees, increase productivity, improve communication and engagement, and even in the hiring process.



82% of companies use some form of pre-employment assessment tests.

- SHRM

68% of recruiting professionals say that the best way to improve recruiting performance over the next 5 years is by investing in new recruiting technology.

- LinkedIn

75% of HR professionals who reported difficulty recruiting in the past 12 months say there are skills gaps in job candidates.

- SHRM

What Makes an Assessment **Effective?**

You need to remember that **not all assessments are created equal**. To find the best assessment for you, your organization, or your clients, it needs to be...



VALIDATED BY RESEARCH & DEVELOPMENT

Assessments need to be backed with peer-reviewed research and continuous development based on industry standards and scientific breakthroughs.



EASY TO UNDERSTAND

Assessments are tools to understand human behavior and development. **If their results can only be understood if you have a PhD, then they simply aren't effective.**



MEASURING MULTIPLE SCIENCES

This might sound a little confusing, but the meaning is simple: look for an assessment provider who can provide multiple types of assessments, instead of just one.

When an assessment provider can measure multiple sciences and factors like behavior, motivation, emotional intelligence, skills, and stress level, you can get a fuller picture and understanding of individuals and teams.
Be wary of providers who only market one type of assessment!

Understanding is key to action! Look for assessments that are well designed, comprehensive, and easy to digest.



TRUSTWORTHY

There are plenty of assessment providers to choose from, but again, not all providers are working with the same standards.

Find an assessment provider who is an established authority in the industry. **Do they conduct their own research? Do they react to the needs of the market? Or, are they selling the same old assessment from 10 years ago?**

How are **Assessments Used?**

Here's how the process works:

- 1 Assessment provider creates assessments based on research, workplace trends, etc.
- 2 Consultant gets access to assessment
- 3 Consultant uses assessment as part of a solution in any stage of the talent management process
- 4 Individuals take assessments and are debriefed on their results
- 5 Individuals and teams implement insights from assessments to improve the organization

The Difference Assessments Really Make

Assessments might seem like a small tool, but they are your key to unlocking human potential in organizations of all kinds and sizes.

Here's what happens when an organization uses assessments:

Increased Employee Engagement

A hospital in Maine implemented leadership training and an employee morale program based on assessment results. Profits increased by \$4.5 million. **Source**

Improved Retention Rates for Increased Profits

At one Texas homebuilding firm, the TTI SI job matching process reduced turnover by 75% while boosting sales by 50%. **Source**

Better Interview Processes Using Benchmarking

A large equipment company with multiple national dealerships doubled sales and saw a 96% increase in profitability after utilizing the TTI SI benchmarking process. **Source**

A wireless retailer saved \$800k in turnover reduction using job benchmarking. **Source**

And, here's what happens when consultants find the right assessment provider:



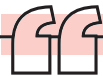
The business advice and technical wisdom that TTI SI has shared over the last two decades has helped me carve out a competitive edge. From providing expert validity studies to helping us write press releases to market our success stories, TTI SI has been a loyal and reliable strategic partner.

—Kathy Wentworth Drahosz, *The Training Connection Inc.*



Of all the assessments we have seen in the industry, we have found TTI SI's suite of assessments to be the most accurate, easy to use, and effective for our over 1,500 clients.

—Dr. Michael Abelson, *The Abelson Group*



It's hard to explain how much TTI SI has done for my business. The tools opened up a whole new world. The support from the team is just phenomenal.

—Vicki Lauter, *Strategic Human Insights*



My client said to me, 'We're never hiring anyone else until we talk to you.' The truth is, it's not me... It really is the product.

—Sherry Hribar, *SelectLinx*

What's Your **Next Step?**

Don't just take our word for it — we want you to experience the power of assessments for yourself.
Get the answers you need with a full demo.

Email kayla@ttisi.com to set up your free demo and see for yourself what assessments can do for your business.

Who is **TTI Success Insights?**

TTI Success Insights is an industry-leading assessment provider based in Scottsdale, AZ that is dedicated to ***revealing human potential*** through assessment solutions and research.

TTI SI has administered over 30 million assessments worldwide and holds a direct presence in 58 countries around the world.

TTI SI was selected as a Training Industry Top 20 Assessment & Evaluation Company for 2018 and 2019, and was awarded a Top Company to work for in Arizona in 2016.

