



ExSell has a strategic business alliance with RxSales: An Expert Performance System™. This is a sales-based expert performance system in which the benchmark is a composite of the attitudes, skills, and best practices of top sales professionals who excel at cultivating and maintaining relationships with their prospects and clients. Unlike other sales assessments and sales programs, RxSales focuses only on client-centered selling skills.



The CheckUp™ for Sales Professionals

Unlike other assessments, **The Checkup® for Sales Professionals** is both diagnostic and predictive. The benchmark is a “perfect specimen” – that is, an expert in relationship selling. This means that the salesperson gets feedback that will encourage him or her to aim for the best and not be satisfied with mediocrity. Because the benchmark is the expert, all sales professionals, regardless of their current level of success, find areas to work on to improve their performance.



The CheckUp™ for Sales Management Professionals

The Checkup® for Sales Management Professionals is aimed at existing sales managers. In addition to the manager’s relationship selling skills it examines leadership competencies: Setting Standards, Scouting Talent, Leading People and Developing Talent. The Checkup™ helps the sales manager identify personal sales strengths in order to become a more effective coach. It helps her or him ensure that there are no “blind spots” when it comes to hiring. And, it helps the manager focus on the areas of sales leadership that need attention and improvement.



The X-ray™

The X-ray™ is a critical skill-based assessment – the only one of its kind – that will complete the selection package for many companies. The central model for this assessment is based on those attributes and skills to help you discover:

The **X-Ray™** is the hiring version of The Checkup for Sales Professionals™. It is available in two forms:

1. The X-ray for Sales Professionals™
2. The X-ray for Sales Management Professionals™



The Clinic™

The **Clinic™ for Sales Professionals** is a prescriptive online learning experience designed to correct the weaknesses that are diagnosed in the learner's assessment, The Checkup® for Sales Professionals, and The Checkup® for Sales Management Professionals™. Because of The Checkup®, the salesperson begins The Clinic™ with a clear understanding about which areas will be especially important to concentrate on during the learning experience itself.

Thirty-six modules are based on actual workshop sessions that result in measurable improvement in relationship selling skills. Depending on the number and severity of relationship selling skill problems identified in The Checkup®, these learning sessions were responsible for sales production increases of 20-50%.