

## eJobs Recruitment Specialists Financial Planning Division



## CareersMultiList

Multiply your recruitment options

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### MyProfile Assessment Services

eJobs is pleased to provide a range of very affordable *MyProfile Assessment & Development Programs* for Financial Planning Practices to provide to their staff.

In addition to the widely acclaimed MyProfile Behavioural Assessment, which we use in all our Candidate Assessments and would highly recommend them for all your staff, we have two further Assessments focused on Sales and Networking.

Then, just for good measure, we have a final two Assessments for your Secondary School and High School/School Leaver children, showing we're here to provide you with a more personal service! These later two Assessments can be completed online with no Agreements necessary and at a very affordable \$38 each. Have you kids complete them today!

To summarise these MyProfile Assessments, they are:

1. **MyProfile Behavioural Assessment – Identify your staff's behavioural mix**
2. **MySalesSuccess – Our Sales Assessment, Training and Development Program**
3. **MyNetworkSuccess – Will help your Advisers get more out of their Referral Sources!**
4. **MyChild & Me! – Slightly outside our usual assessments but another from the MyProfile stable of products - How well you understand your children? This should help!**
5. **MyCareerMatch – One for your elder children! How Students and School Leavers can identify which careers would suit their natural talents – and what subjects they need to study to get these careers!**

## 1. MYPROFILE BEHAVIOURAL ASSESSMENT

### What is it?

MyProfile Behavioural Assessment, the 'mainstay' of the *MyProfile* products, essentially provides a means of finding out more about a Candidate or Staff member in terms of *how they behave* at work. This is important regarding their expectations, drive, accuracy, detail, energy, natural state of happiness and contentment, plus their teamwork abilities, etc.

It provides an independent check on what behavioural styles they possess. This alone can often confirm a

person's suitability to a certain Financial Planning industry role without even looking at their resume! Combined with their experience and qualifications it gives a good indication to focus, drive, interpersonal characteristics and attention to detail, etc.

Myprofile reports are ideal to use in team-building exercises where staff can share their MyProfile reports together in an open and fun-filled forum where they will learn to better understand how each person behaves, how they prefer to be talked to, and in turn, how they can get the most out of team colleagues.


**Benefits to the Practice:**

This means:

- Avoiding costly hiring mistakes
- Employing people with the right attitude
- Reducing conflict and workplace stress
- Understanding what motivates a staff member or Candidate
- Improving team performance / team dynamics
- Maximising your staffs' strengths and talents

## Myprofile Online Behavioral Assessments

DISCOVER TALENT IN EVERY SPECTRUM OF LIFE



“Myprofile has been a great success in helping understand others around us and ourselves. We have reduced conflict and communicate better. As a result we have greater harmony and a terrific team spirit”.


“We have made it a policy that all applicants who attend an interview do the Myprofile assessment. We have now adopted this as part of our interview process”

“It’s amazingly accurate.”

**Fees, Terms & Conditions for MYPROFILE**

|                                |                   |
|--------------------------------|-------------------|
| 1-5 Staff members / Candidates | \$100 + GST each* |
| Additional Staff               | \$75 + GST each*  |

\* (includes coordinating all the reports for each staff member plus verbal feedback).  
 \* Services provided under a 'Client Code' and invoiced upon completion by eJobs

**2. MYSALESSUCCESS - SALES STYLES & DEVELOPMENT **

**What is it?**

**How good are your Financial Planners at Selling? This tool will turn them into better Salespeople!**

MySalesSuccess helps evaluate an individuals Sales profile and can be used to select the best Salespeople to fit in with your business. Importantly, it is also a Development tool that will help your Financial Planners / Business Development staff who are 'on the front line' with their personal Sales techniques.

**Benefits to the Practice:**

This means helping them to:

- Improve their sales prospecting
- Increase their closing ratios
- Improve their relationship selling skills
- Help them better understand their Customers and build new and trusted relationships with them

- Develop closing propositions better tailored to suit each Customer
- Assist them in coaching other sales individuals for maximum results, and to
- Significantly increase business sales and profits

### Fees, Terms & Conditions for **MYSALESSUCCESS**

|                                |                   |
|--------------------------------|-------------------|
| 1-5 Staff members / Candidates | \$100 + GST each* |
| Additional Staff               | \$50 + GST each*  |

\* (includes coordinating all the reports for each staff member plus verbal feedback).

\* Services provided under a 'Client Code' and invoiced upon completion by eJobs

### 3. **MYNETWORKSUCCESS**

**What is it?**

**How good are you at selling yourself to Referral Sources and Distributors?**

**MyNetworkSuccess** is specific to direct selling and looks at how your personality can inspire your success in network marketing. This assessment tool will help you manage yourself and your business, teach you how to sell, how to sponsor, how to lead and how to develop successful relationships and build a dynamic business.

**Benefits to the Practice:**

MyNetworkSales will show you:

- How your personality can succeed in network marketing
- How to understand yourself and others
- How to improve your people skills
- How to sponsor and sell smarter
- How to retain, inspire and reawaken inactive referral sources and distributors
- How to build a strong referral network

### Fees, Terms & Conditions for **MYNETWORKSALES**

|                                |                   |
|--------------------------------|-------------------|
| 1-5 Staff members / Candidates | \$100 + GST each* |
| Additional Staff               | \$50 + GST each*  |

\* (includes coordinating all the reports for each staff member plus verbal feedback).

\* Services provided under a 'Client Code' and invoiced upon completion by eJobs

### 4. **MYCHILD & ME!** – Improving relationships with your Child

**What is it?**

**....And now for something completely different! Another product from the MyProfile stable of assessments which may appear a bit 'left of field' for Financial Planners! Nevertheless, Mychild & Me provides a more personal assessment to help Advisers, their Staff and even their Clients to better understand their children!**

Mychild & me is designed to help you communicate more effectively with your child or children. Understanding each child's personal style helps prevent unwanted clashes and conflicts.

**Benefits to Parents:**

This Behavioural report will help you:

- Create a harmonious and rewarding partnership with your child
- Reduce the number of conflicts at home and in the classroom
- Help children get along better with their friends and classmates

- Identify a child's natural gifts
- Recognise areas for motivation and growth
- Improve your relationship and communication skills

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| <b>Fees, Terms &amp; Conditions for MYCHILD &amp; ME</b> |
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|                     |                          |
|---------------------|--------------------------|
| Per Child - Under 8 | \$38 only (includes GST) |
| Per Child - Over 8  | \$38 only (includes GST) |

No need to sign any Agreement. Click here to complete [MyChild & Me](#) now!

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| <b>5. MYCAREERMATCH ●●● – For Students, Teenagers, or for a Career Change!</b> |
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**What is it?**

**One final MyProfile Assessment especially designed to help Students (teenagers or older), School Leavers or those looking for a Career Change to help identify possible careers that match their natural talent and potential. This Assessment describes their strengths and qualities they bring to a job! Ideal for your own elder kids (and for those of your clients!) who do not yet know what careers to go into.**

**Benefits to Students and School Leavers:\***

- Connect who you are with what you love to do
- Find jobs and careers that suit your personality style
- Uncover your strengths and talents so you make the right choices
- Identify what you value; what motivates you; what you love to do
- Find the qualities you would bring to a job
- Receive Information about you to use in your Resume

\*Also selects the subjects that the student is good at and provides a list of the career choices that best suit those subjects.

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| <b>Fees, Terms &amp; Conditions for MYCAREERMATCH</b> |
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|--|--------------------------|
| For all Students, Teenagers and School Leavers | \$38 only (includes GST) |
|--|--------------------------|

No need to sign an Agreement. Click here to complete [MyCareerMatch](#) now!

I have read, understood and agree to these terms and wish eJobs Financial Planning to conduct MyProfile Behavioural / MySalesSuccess / MyNetworkSuccess Assessments (please circle) with  (number) of my Staff and or Candidates:

Agreed to by Client:

Name: .....

Company: .....

Signature: .....

Date: .....

Please scan and email. Call eJobs directly if you are unable to scan.