



## ...Is Comprehensive - Much more than a Personality Test

“We were looking for a skill-based, predictive assessment that would allow us to have a very objective opinion in looking at new reps when they came into our organization, as opposed to many of the personality tests that might be out there. We wanted something that was factual and data-driven. We chose Chally because of the length of relationships that they’ve had with many of their other clients, and the commitment to seeing the increased sales and performance retention of the companies they deal with.”

**Shane Beavers**  
Executive Director for New Rep Development  
Acuity Brands

“Chally testing not only provides us with a solid prediction of how successful a candidate would be, it also provides us guidance to develop internal candidates for future positions.”

**Donna Jurek, Human Resource Manager**  
ADT Security Systems

“The biggest aid for us in Chally’s assessment program is the follow-up tool. It identifies strengths and weaknesses and we utilize this information to better coach and manage our new employees.”

**Jennifer Lehman, Safety Director/Assistant Human Resources**  
Gold Medal Products Company

“We use Chally in a wide variety of ways. For our Fleet Account Executive assessment process, organizational development process, and world-class benchmarking to help us understand where we are weak and where we need to get stronger. We also use Chally to conduct customer surveys for us on an annual basis to identify what we are really good at and what we need to get better at in meeting our customers’ needs. That’s all been very positive for us. In addition, we’ve also used Chally’s services to help us get a better understanding of what’s going on in the sales world.”

**Roz Ward Nelson, National Accounts**  
GM Fleet & Commercial Sales

“A huge benefit of using the Chally assessment is that it is available in more than one language. It is convenient to have one source to provide assessments in English and French.”

**Dan Stahl, Director Human Resources**  
Transcontinental Printing Corporation