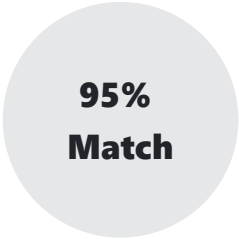


Candidate: **Raphael Lorenzo**
Date of Completion: **10/11/2018**
Potential Position: **Luxury Beauty Advisor**



Our Lux Level survey helps you get to know your next Luxury Beauty Advisor candidate even better and see how they compare to some of the best in our business. Please remember that there are no “right” or “wrong” answers and the results should be used only to learn more about your candidate. It should not be used to screen candidates or make final hiring decisions.

Summary:

What does it mean to match

Each category is made up of questions that the candidate has answered. Each question also has an average range of answers from our best Luxury Beauty Advisors. Below is a summary of how many times the candidate's answer fell within the range.

Planning and Organizing	<div></div>	10 out of 10
Sales Ability/Persuasiveness	<div></div>	10 out of 10
Positive Outlook	<div></div>	12 out of 16
Drive for Results	<div></div>	10 out of 10
Customer Focus	<div></div>	10 out of 10
Learning Orientation	<div></div>	10 out of 10
Entrepreneurship	<div></div>	10 out of 10
Communication	<div></div>	10 out of 10

Our Best Luxury Beauty Advisors said ...

They trend toward never...

- I like relying on my experience.
- I stretch to reach the limits of my career.
- I like to explain everything in full detail.
- I tend to avoid unnecessary risks.
- I like to please others.
- I am not aggressive and prefer to go with the flow.
- I let the product sell itself.
- I can be shy and reserved in discussions.
- I like others to listen to my point of view.

They trend toward always ...

- I like to work on goals that are assigned to me.
- I like to challenge myself.
- I like to get to the point quickly.
- I feel excited to meet new people.
- I am composed and confident.
- I strive to set my own goals.
- I like to listen to others point of view.
- I sell the product through my service.
- I can be persistent in discussions.
- I am relentless.

Nick said ...

I never ...

- I apply new information after I see others use it.
- I am a person of few words.
- I leave room for improvisation on my schedule.
- I proactively connect with other people.
- I like to learn on the job.
- I like others to listen to my point of view.
- I favor my personal comfort and well-being first.

I always ...

- I adapt my message depending on who I am talking to.
- I learn new things in my free time.
- I make detailed plans for each day.
- I go above and beyond in everything I do.
- I am methodical.
- I dislike constant challenges.
- I place the same level of importance on everything I do.
- I am spontaneous.
- I am realistic and see things as they are.
- I am calm and reserved.
- My style is traditional and timeless.
- I like to expand my network.

It is important for me to disconnect after work.

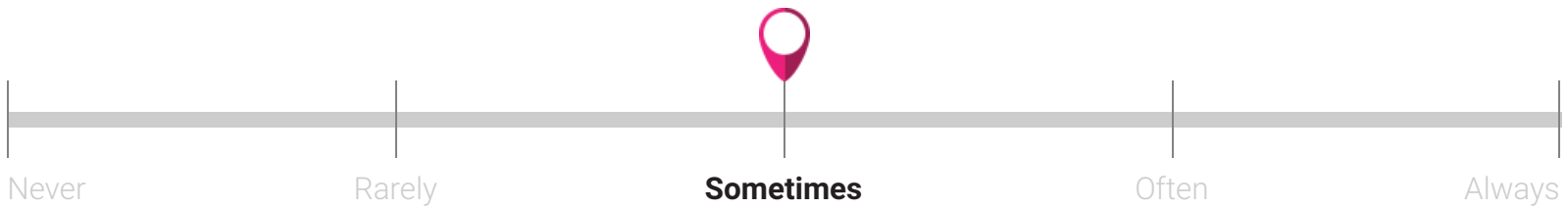
I am composed and confident.

I am comfortable selling products/services at any price.

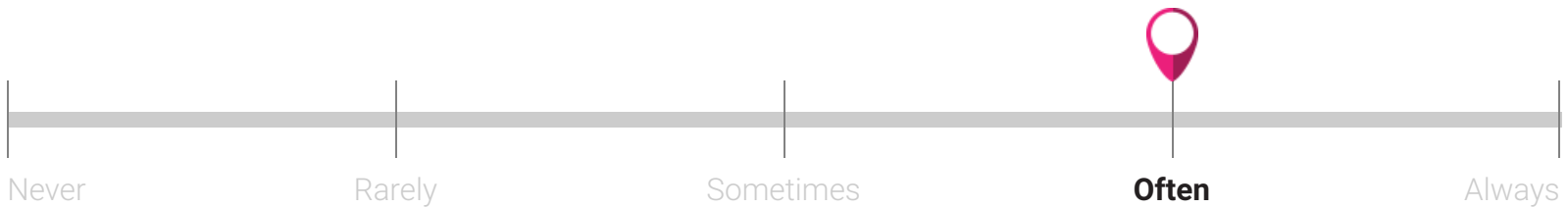
I use a consistent message with everyone.

Nick's Positive Outlook

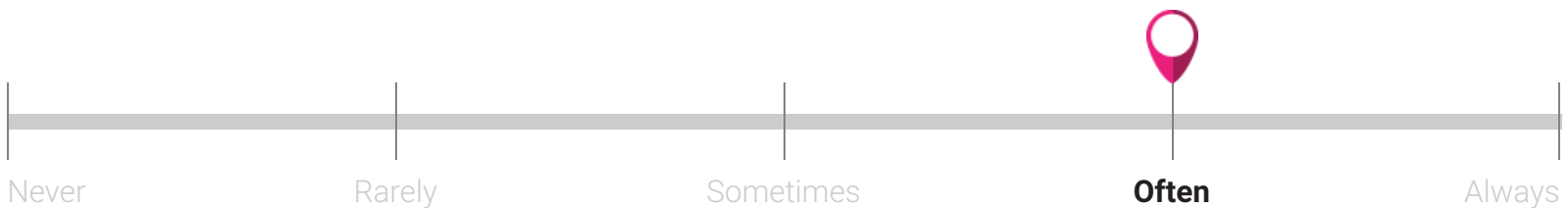
I prefer meeting people with interests similar to mine.



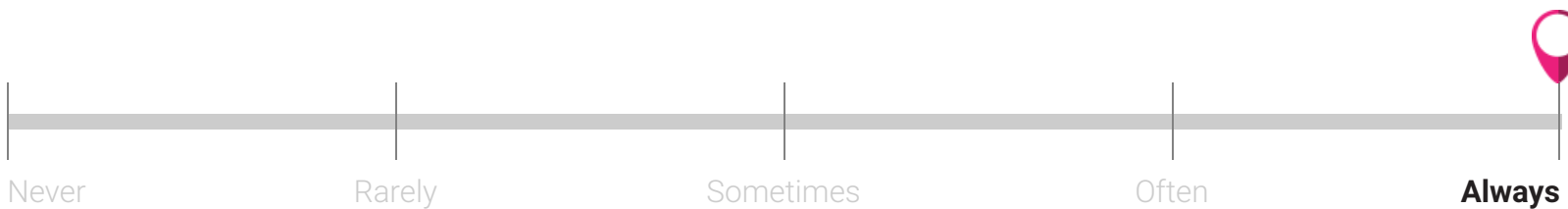
I like to please others.



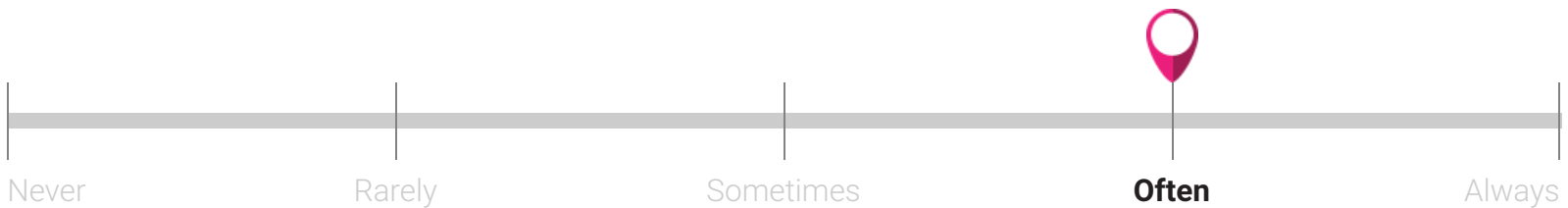
I value providing feedback.



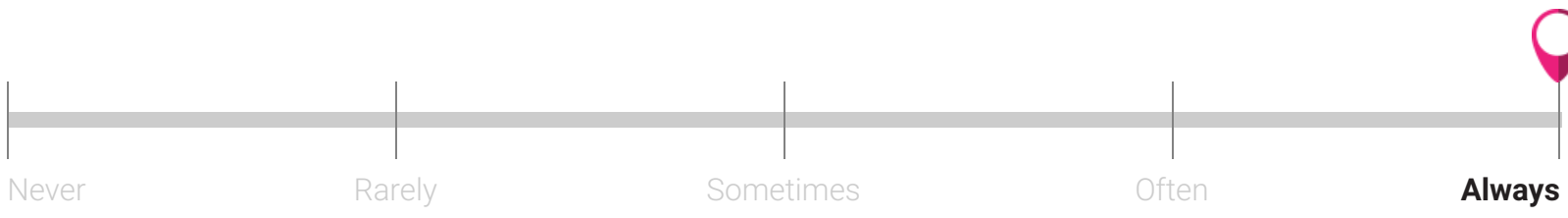
I adapt my message depending on who I am talking to.



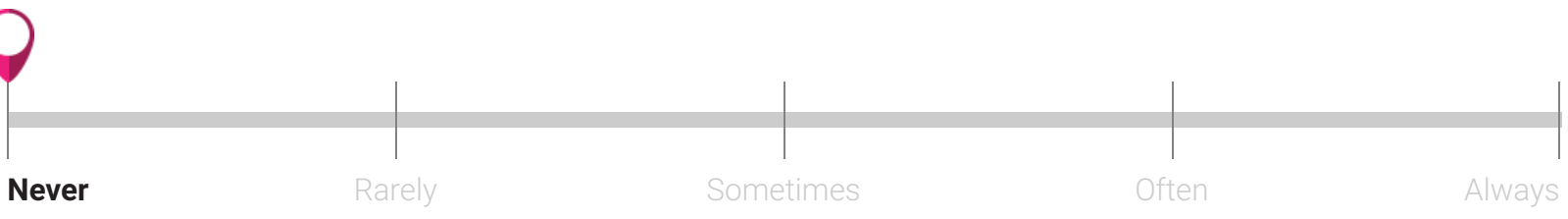
I value independence at work.



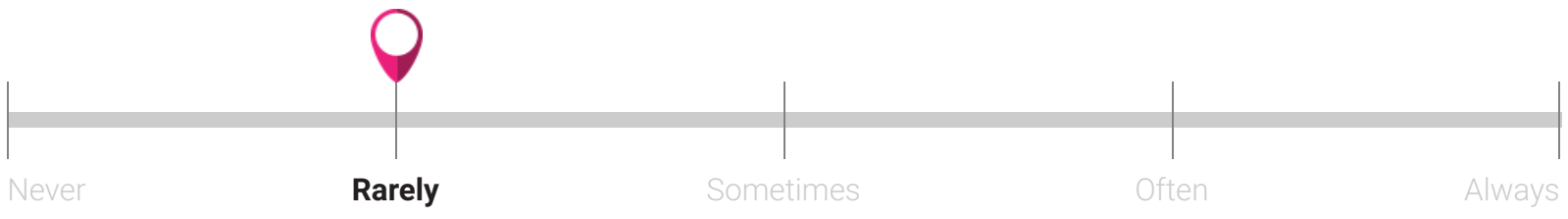
I learn new things in my free time.



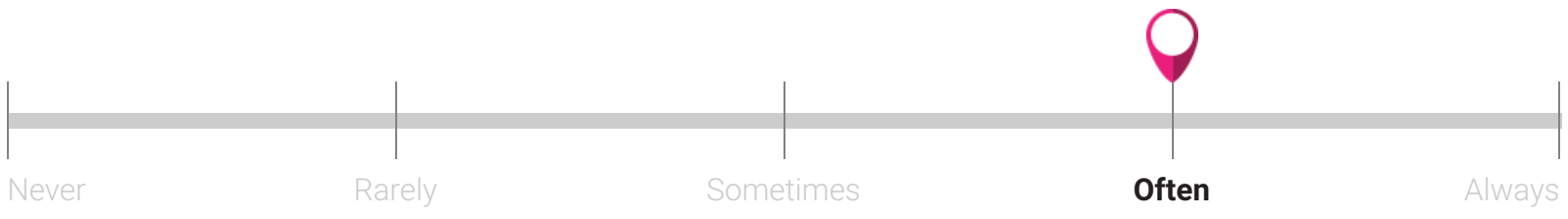
I apply new information after I see others use it.



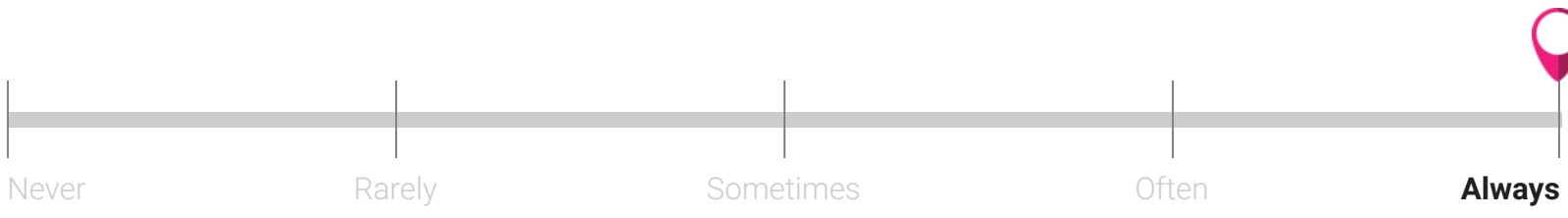
I think about work even during my free time.



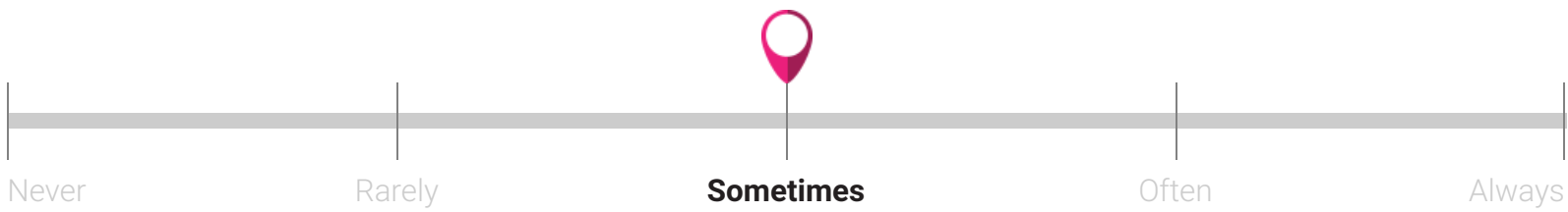
I can apply new information easily.



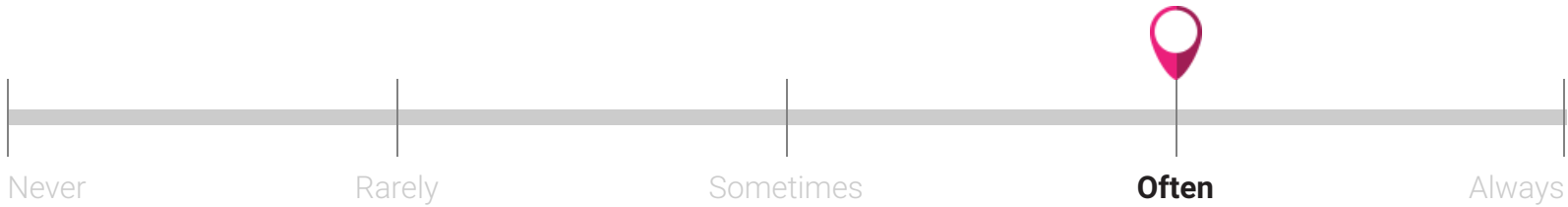
I make detailed plans for each day.



I let the product sell itself.



I prefer meeting people from diverse backgrounds.



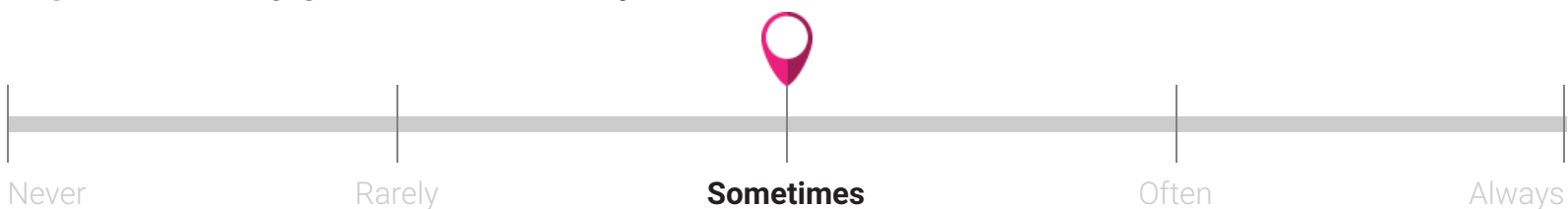
I am competitive and like to outperform others.



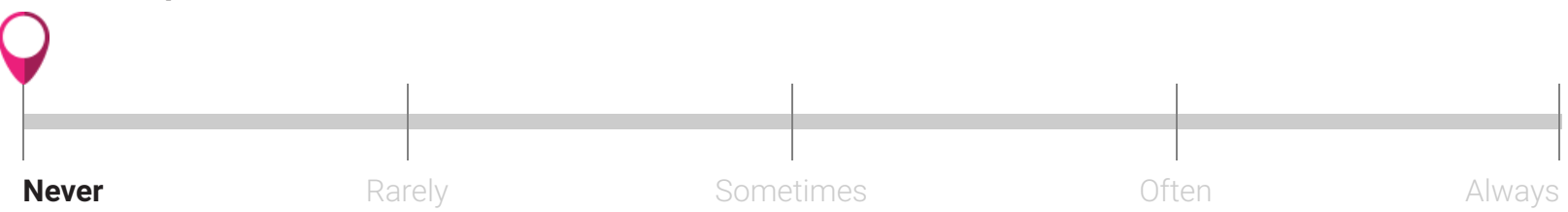
I like to explain everything in full detail.



I prefer having goals that are easy to achieve.



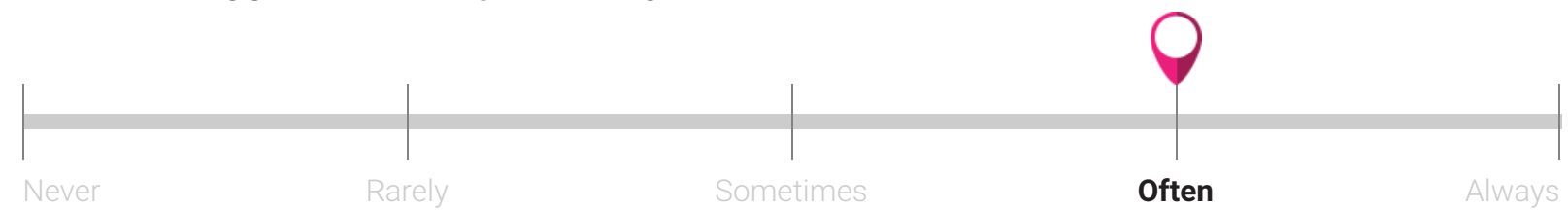
I am a person of few words.



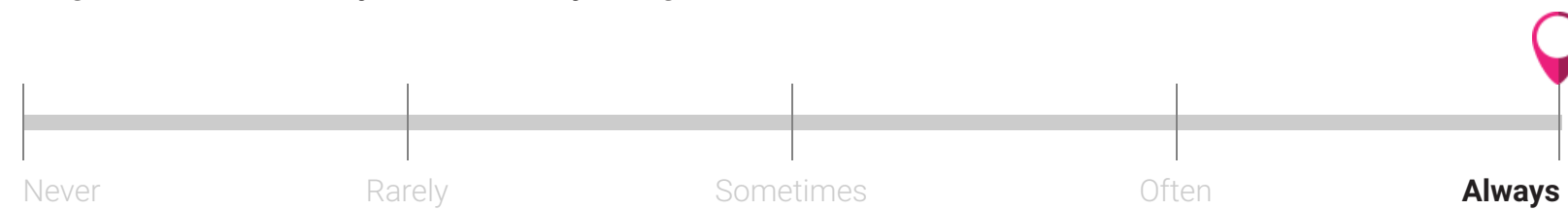
I prefer to tackle one task one at a time.



I am not aggressive and prefer to go with the flow.



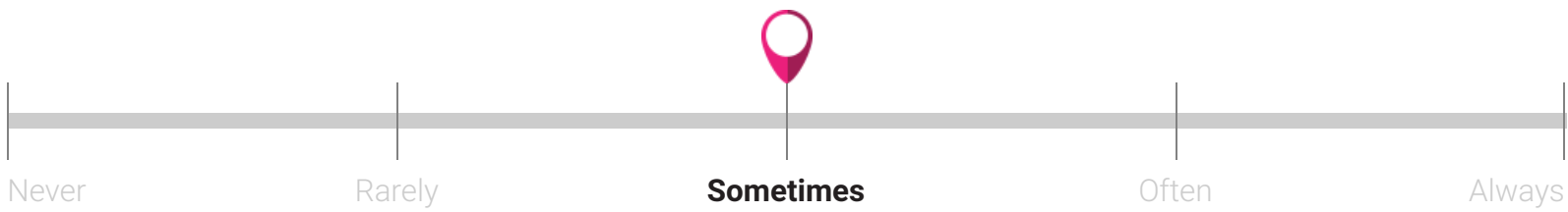
I go above and beyond in everything I do.



I am self-disciplined and accountable.



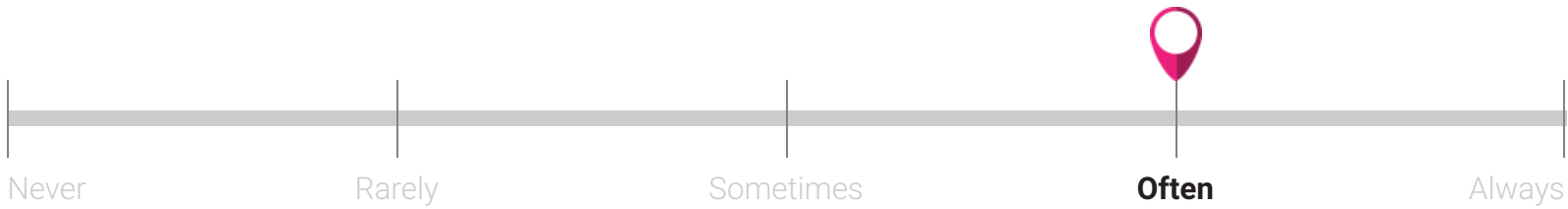
I don't like to be seen as a "know-it-all".



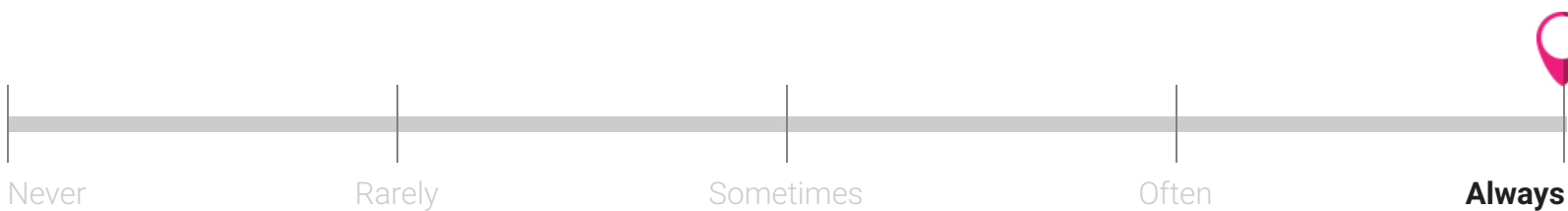
I value being directed at work.



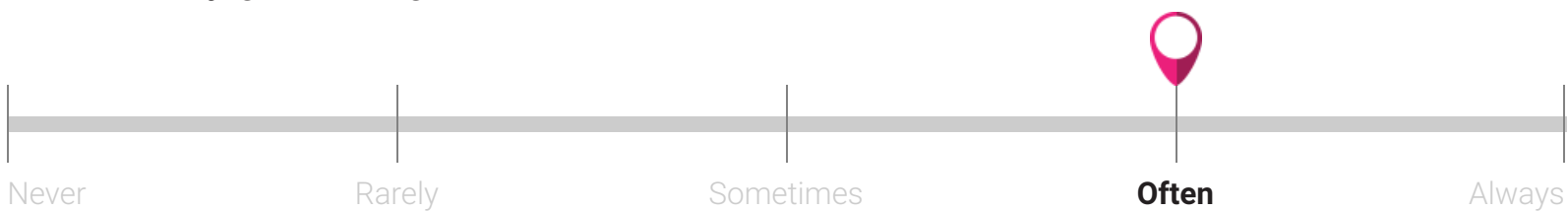
I prefer tracking the team's progress against goals.



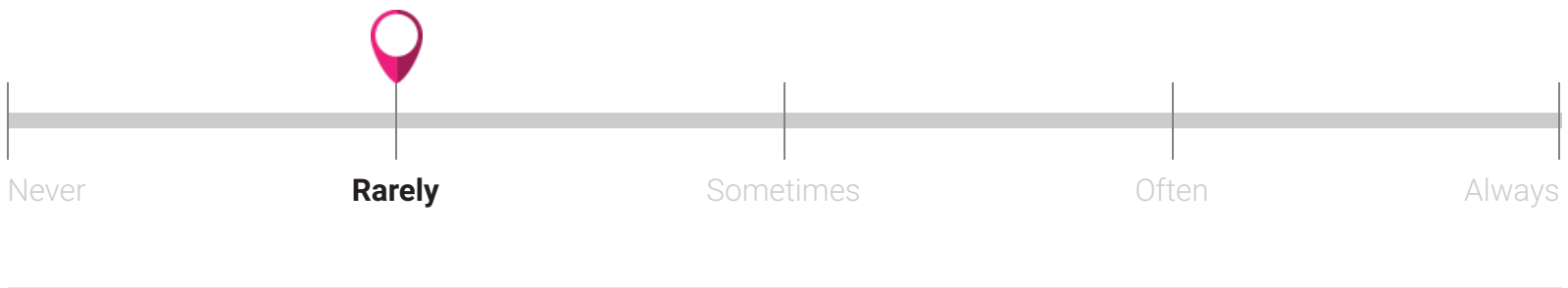
I am methodical.



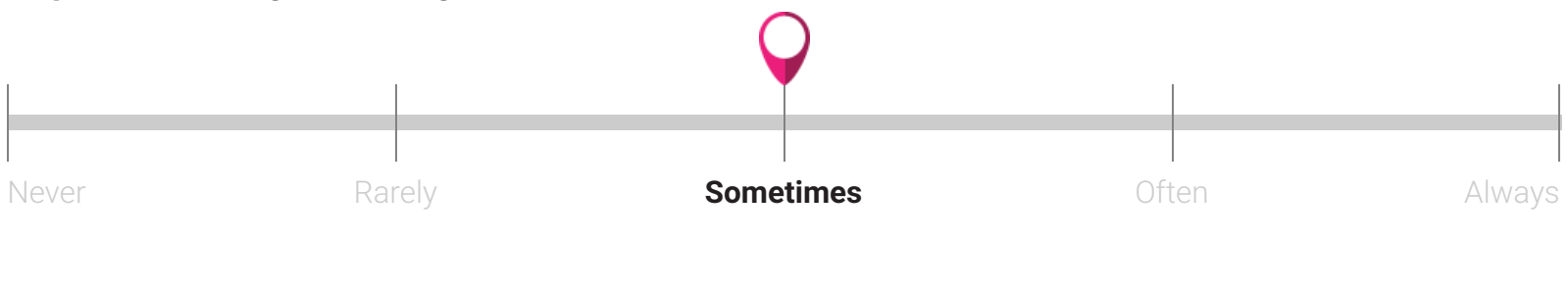
I follow my gut feeling.



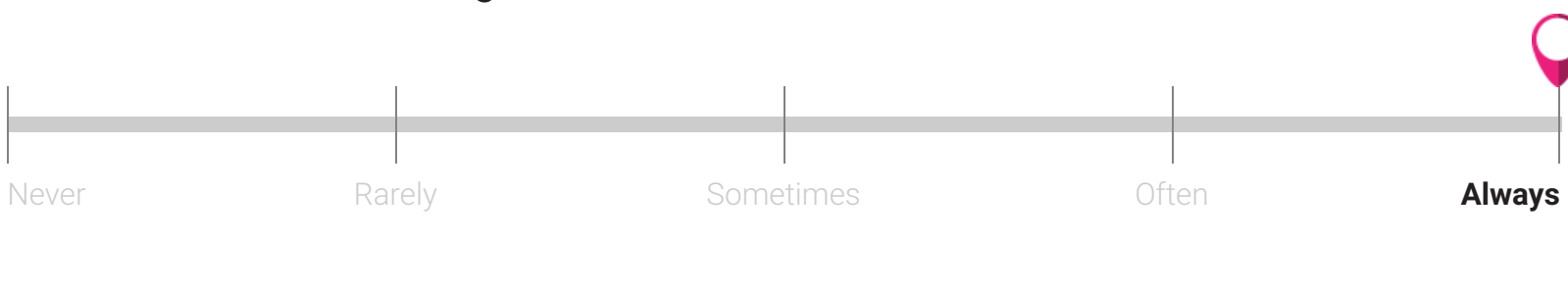
I wait for people to engage with me.



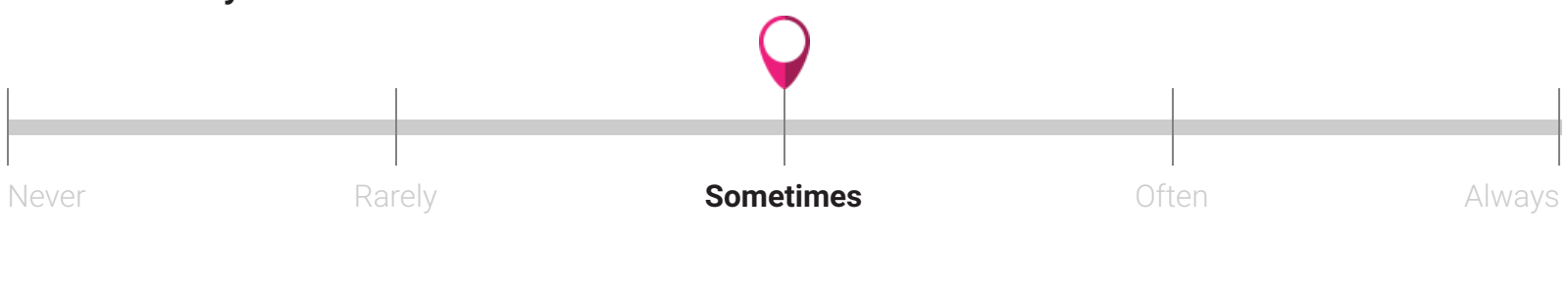
I prefer having stretch goals.



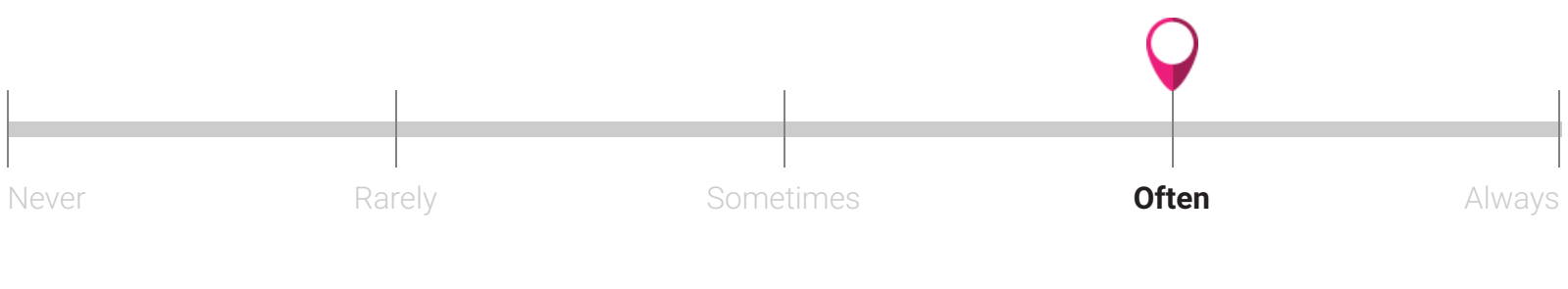
I dislike constant challenges.



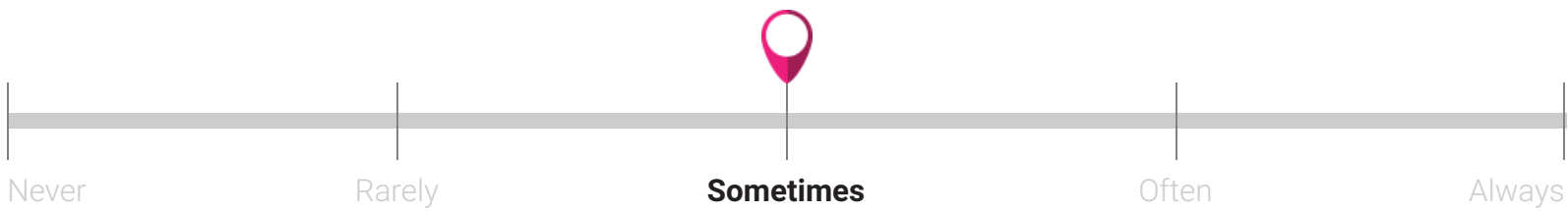
I can be shy and reserved in discussions.



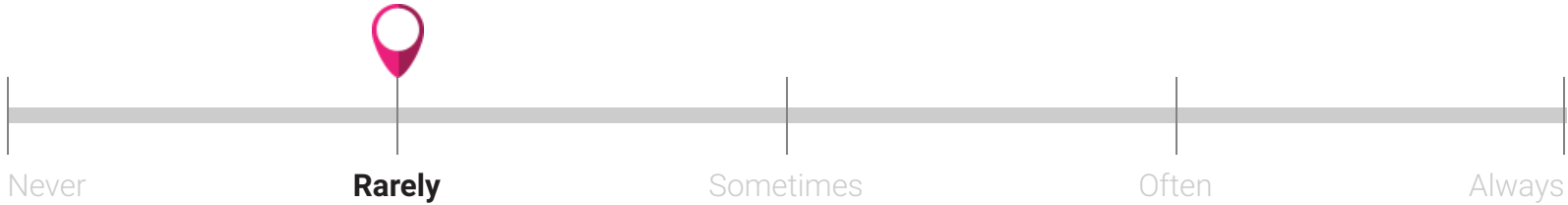
I am relentless.



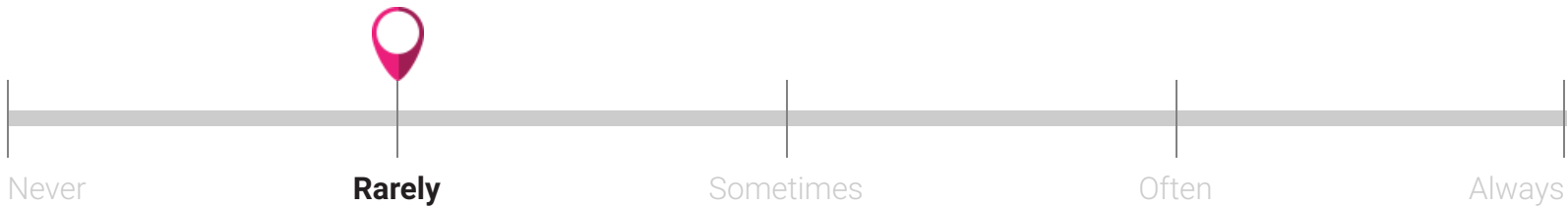
I stretch to reach the limits of my career.



I am optimistic and see things as they could be.



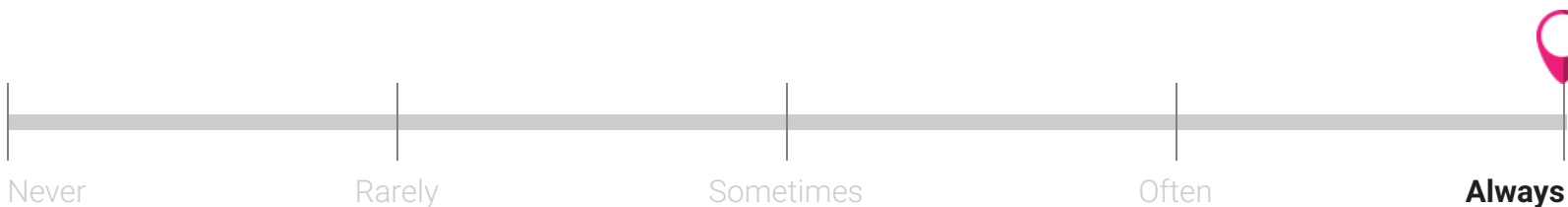
I do what is asked of me.



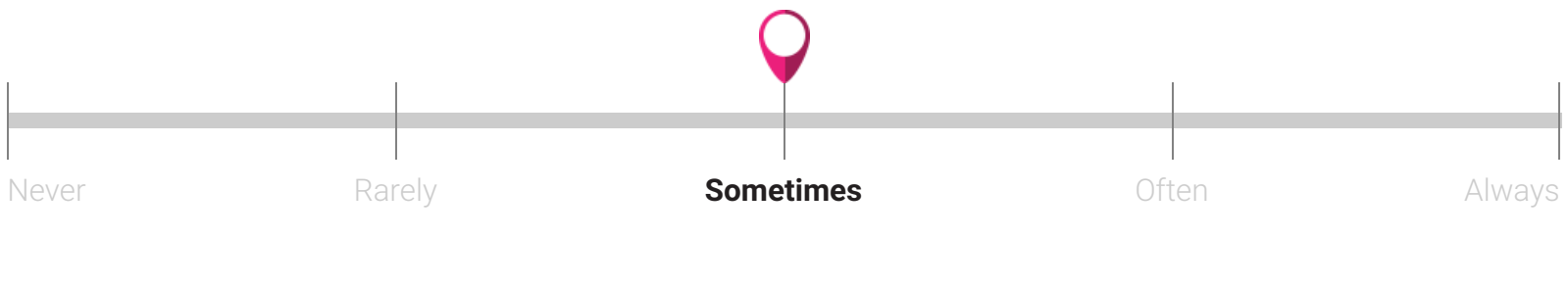
I feel inhibited when I don't know someone.



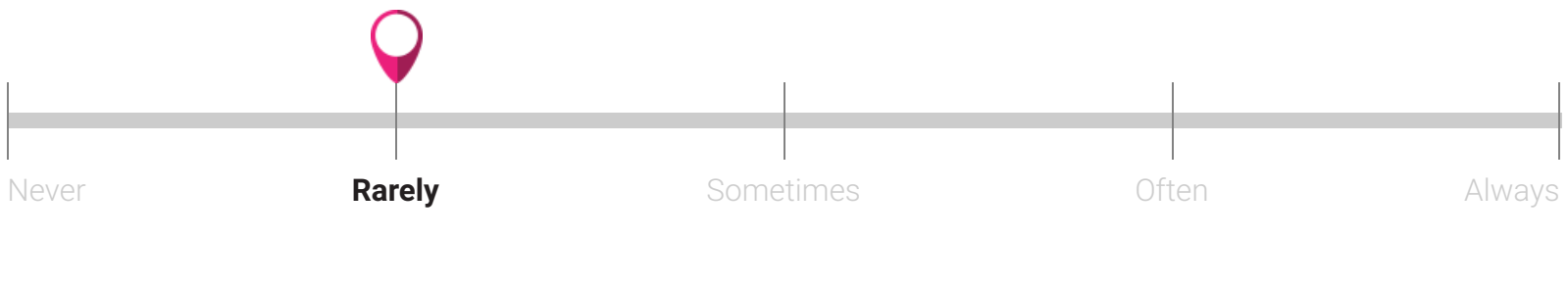
I place the same level of importance on everything I do.



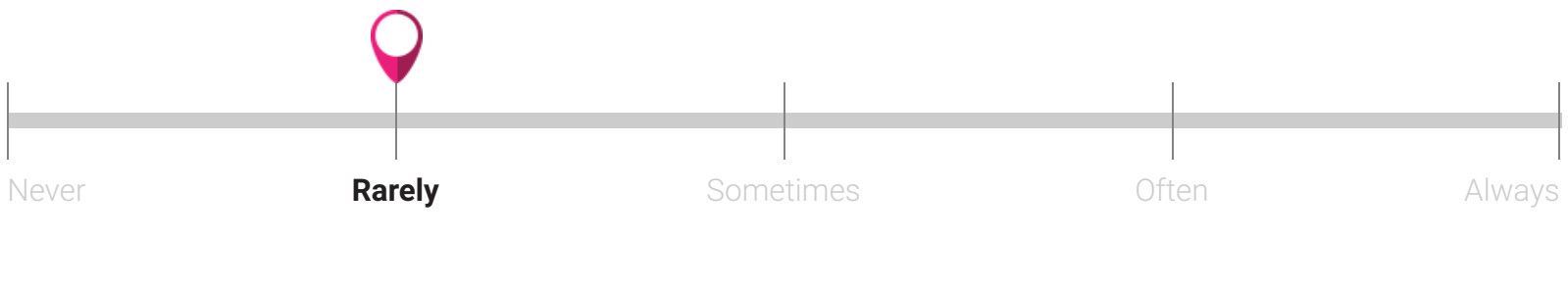
I tend to avoid unnecessary risks.



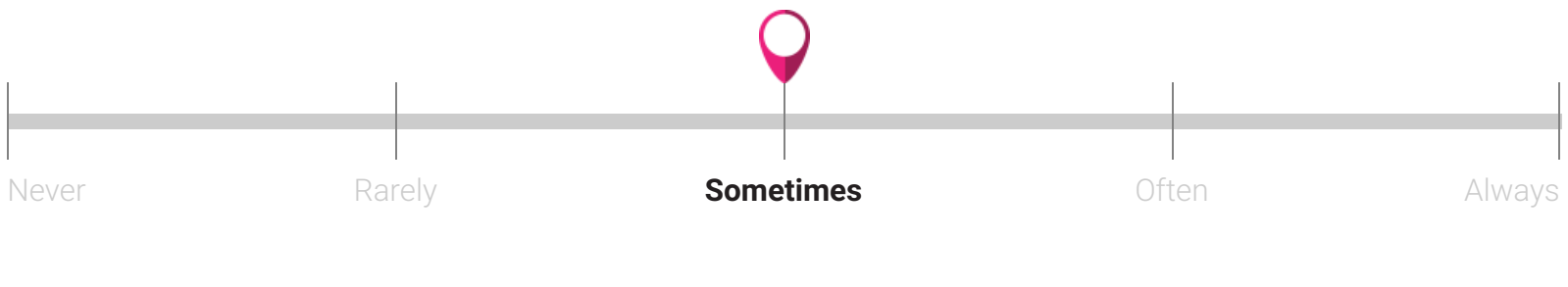
I rely on facts to assess a situation.



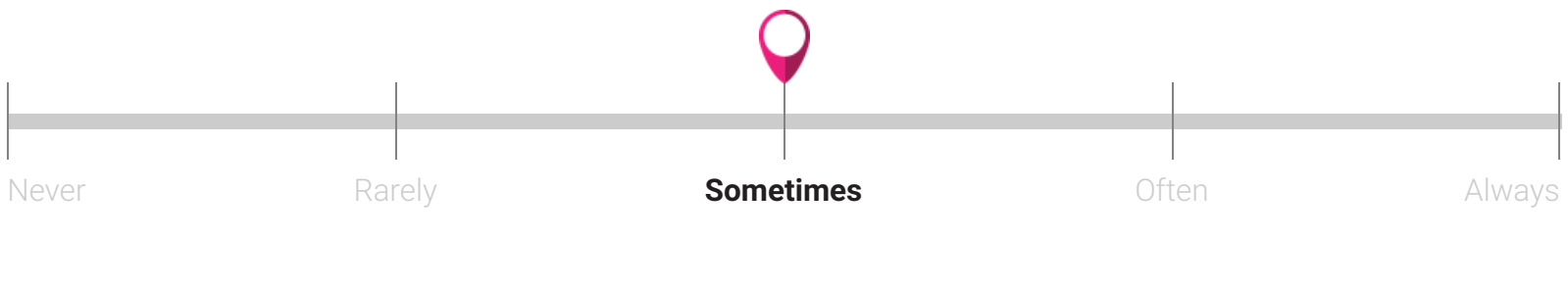
I prefer staying within my comfort zone.



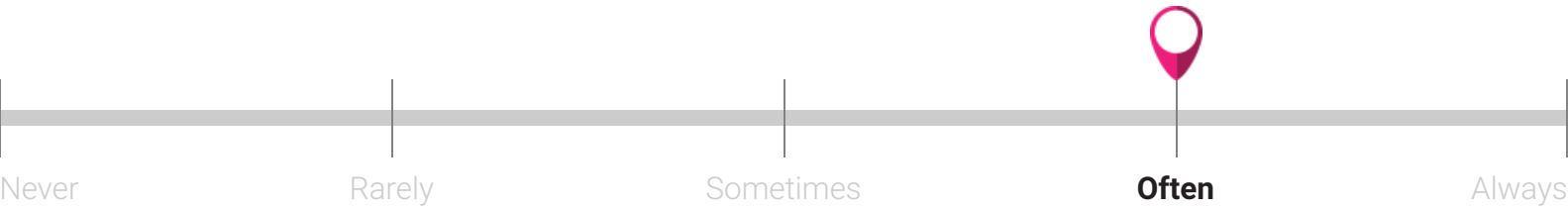
I prefer to have others hold me accountable.



I feel inhibited when I don't know someone.



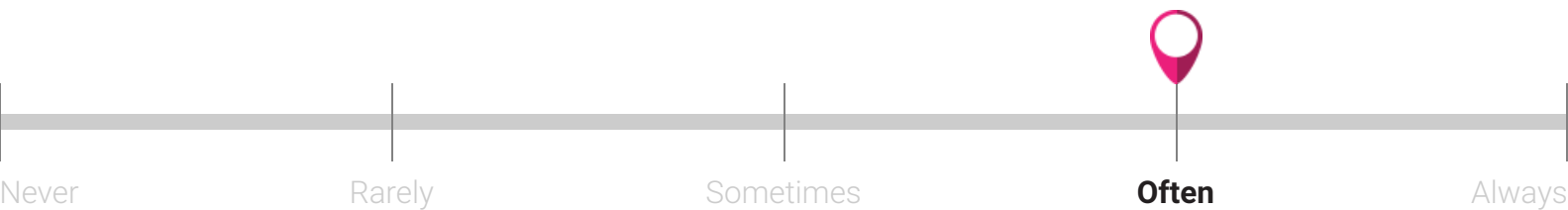
I enjoy teaching others what I know.



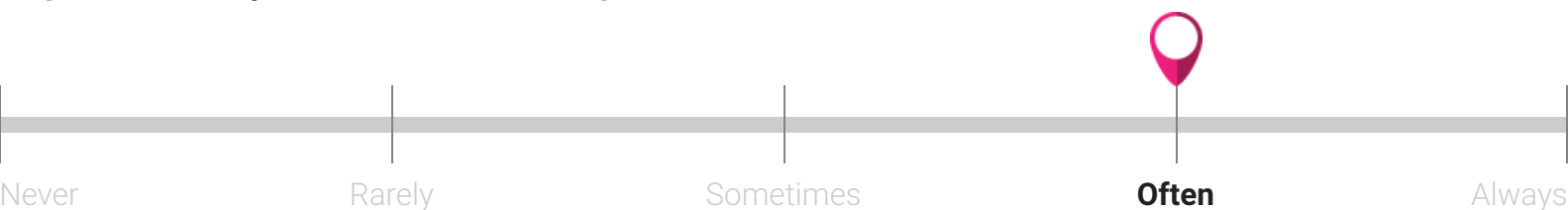
I am calm and reserved.



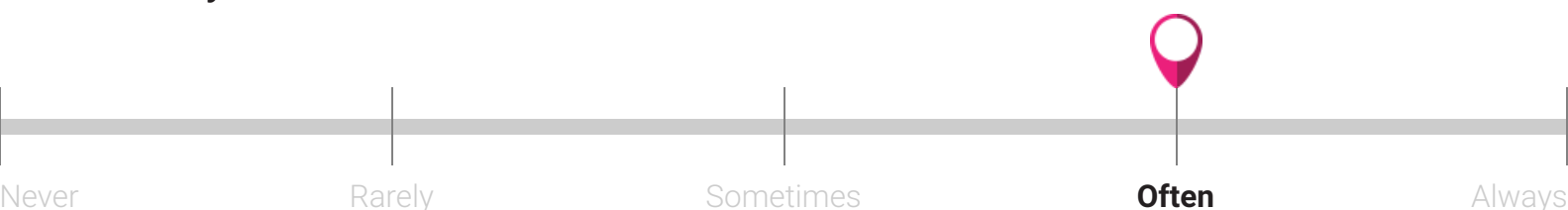
I am energetic and vivacious.



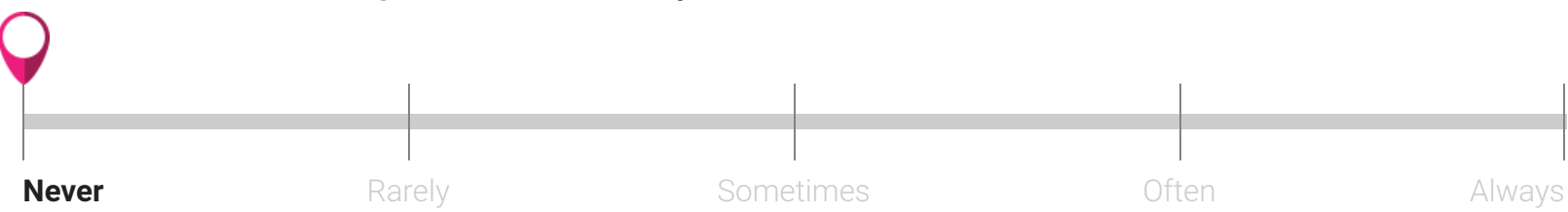
I prioritize my work based on importance.



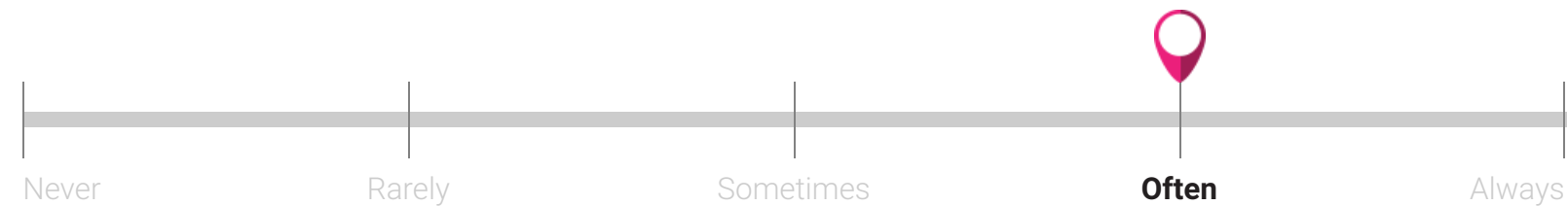
I am trendy and fashion-forward.



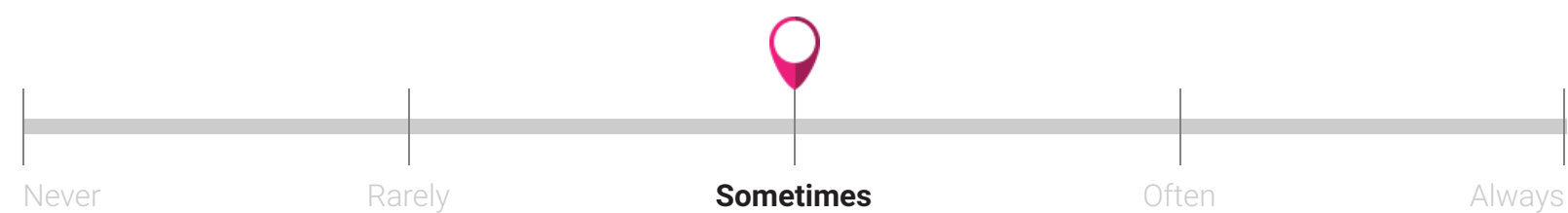
I leave room for improvisation on my schedule.



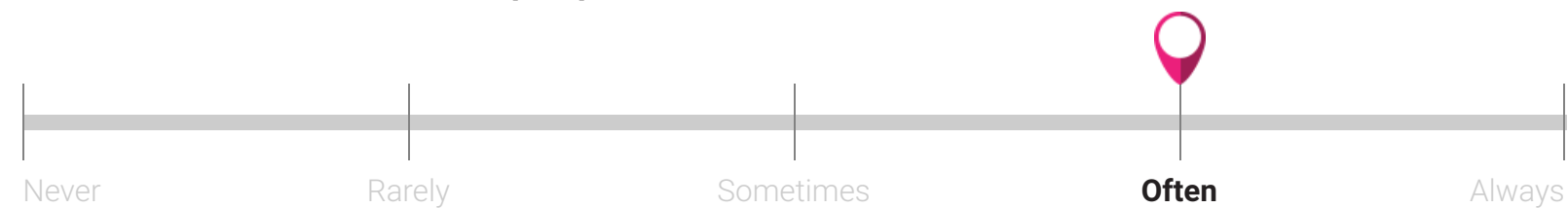
I am willing to step outside my comfort zone.



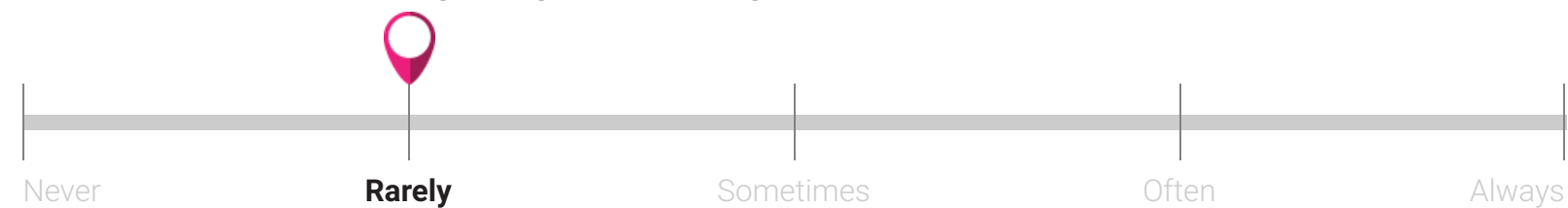
I can multi-task.



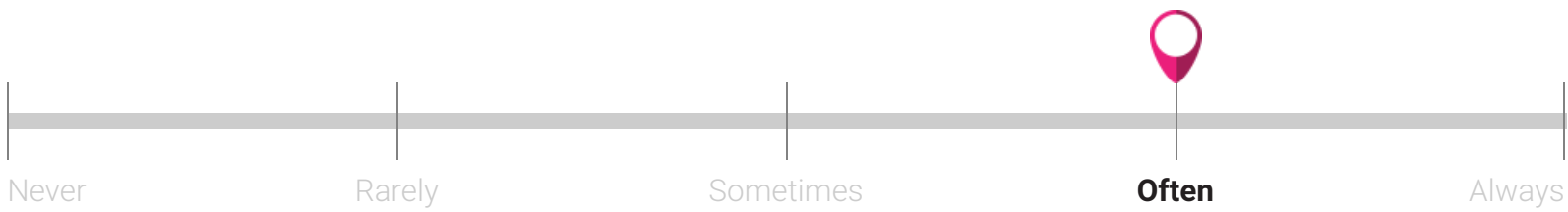
I feel excited to meet new people.



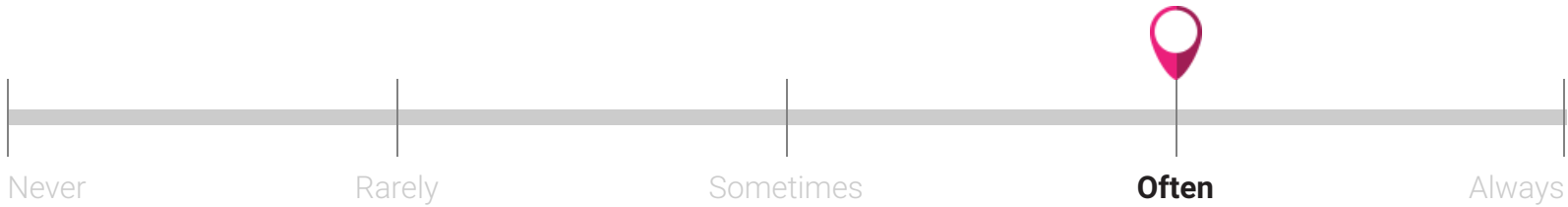
I am conscious of the price point of the products/services I sell.



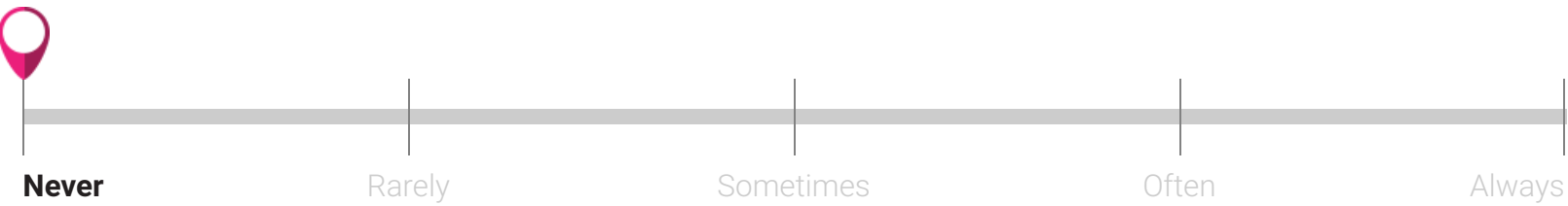
I like to work on goals that are assigned to me.



I like to challenge myself.



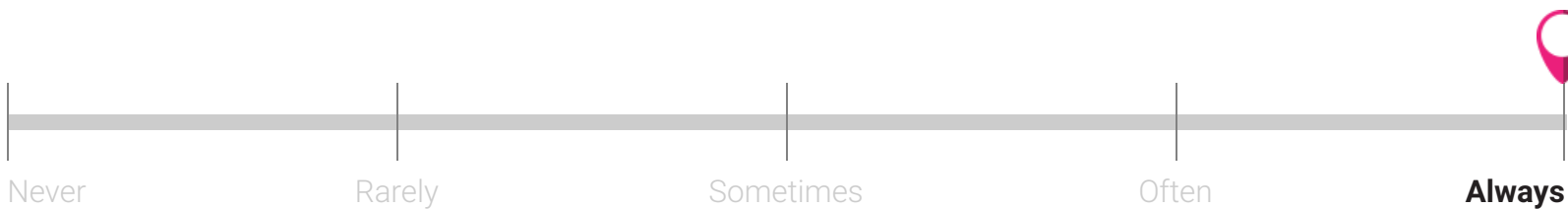
I proactively connect with other people.



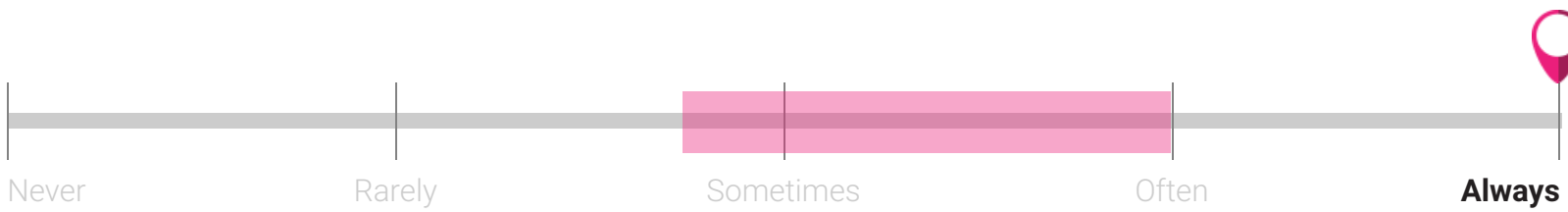
I sell the product through my service.



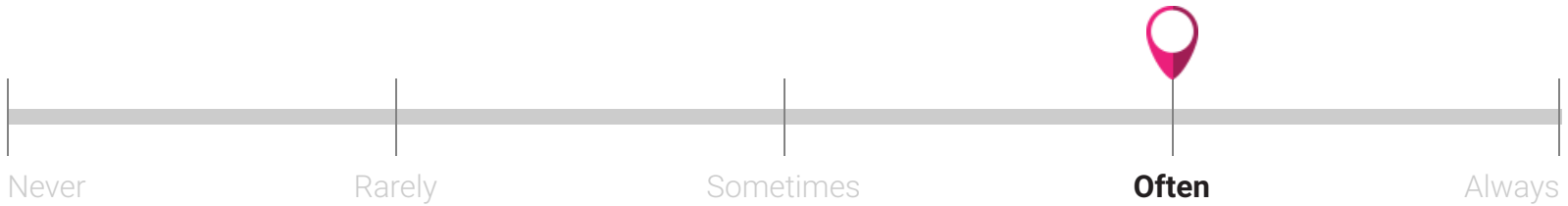
I am spontaneous.



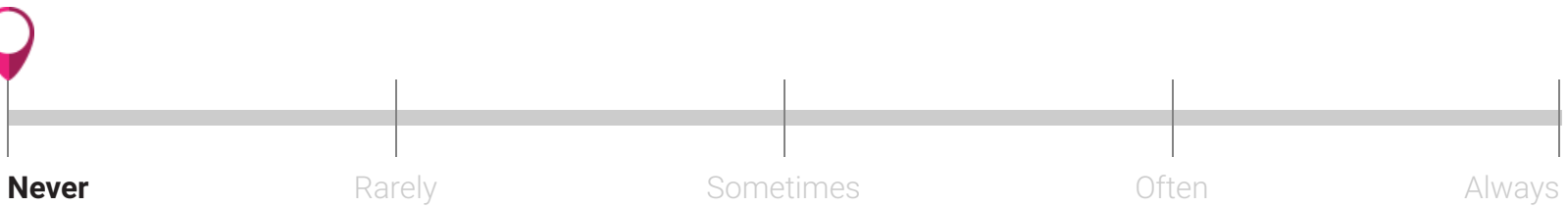
I am realistic and see things as they are.



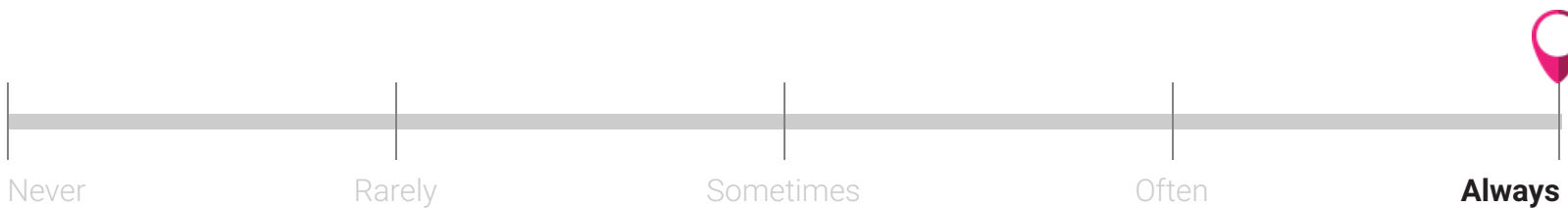
I take action based on specific requests.



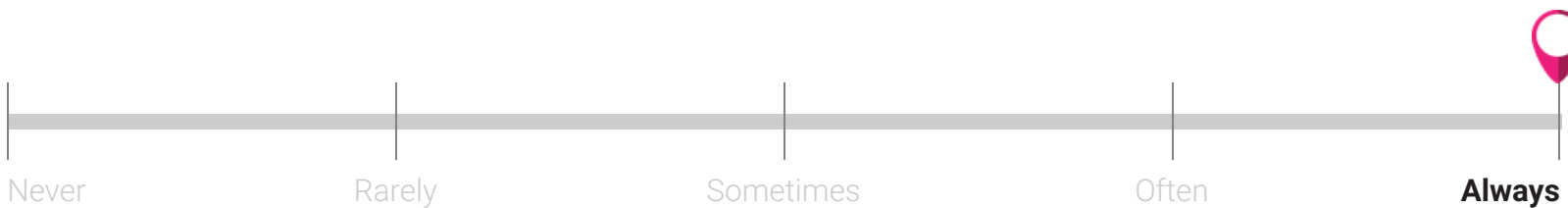
I like to learn on the job.



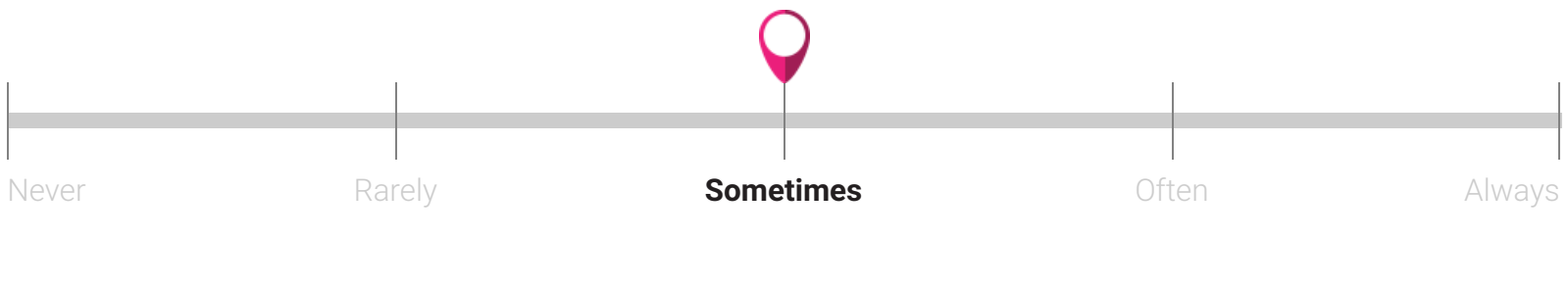
I am calm and reserved.



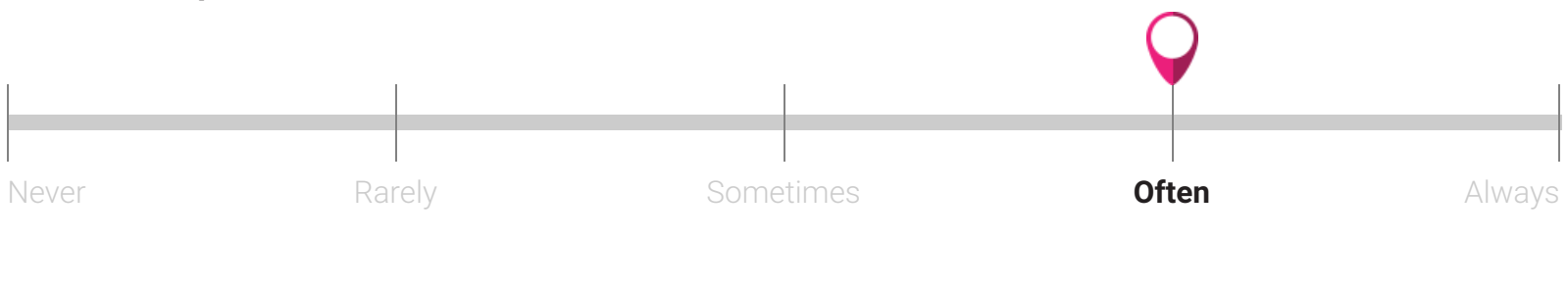
My style is traditional and timeless.



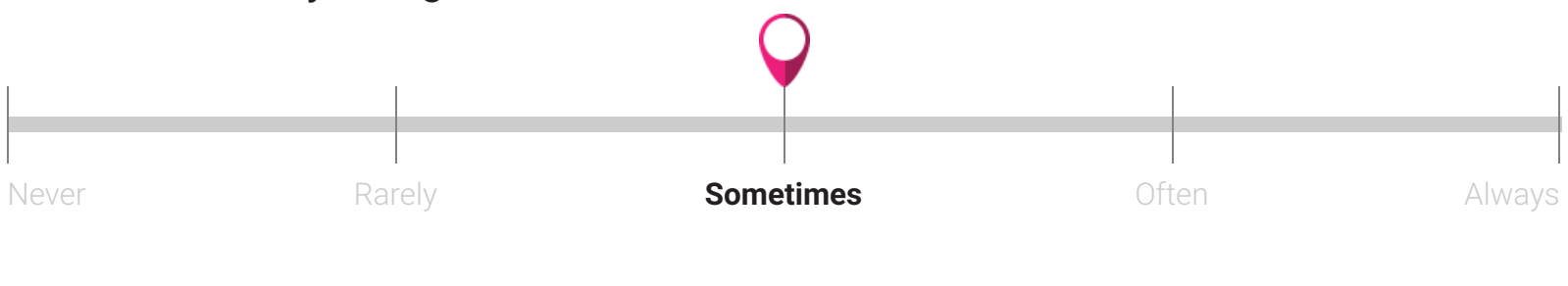
I prefer to track my personal progress against goals.



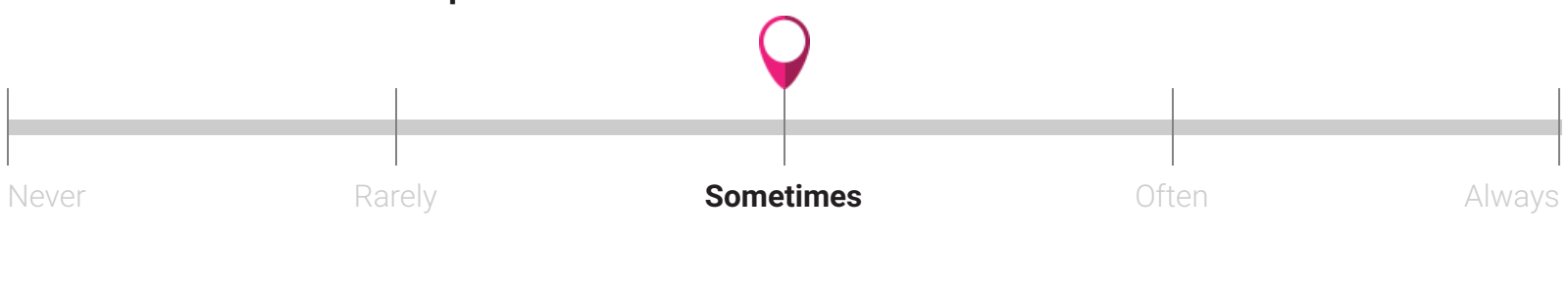
I am composed and confident.



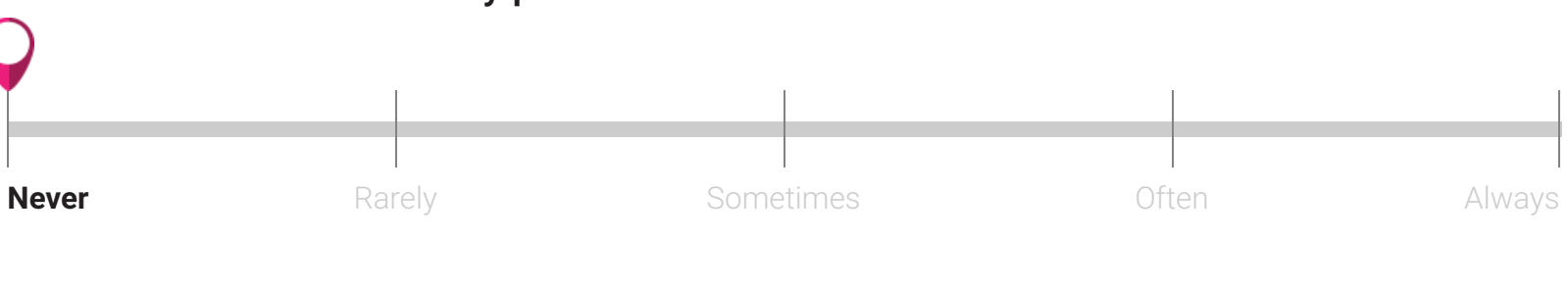
I strive to set my own goals.



I like to listen to others point of view.



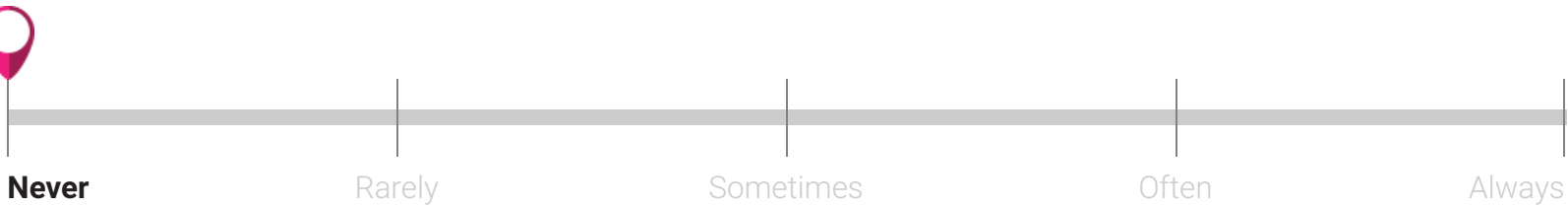
I like others to listen to my point of view.



I am content with the people I know.



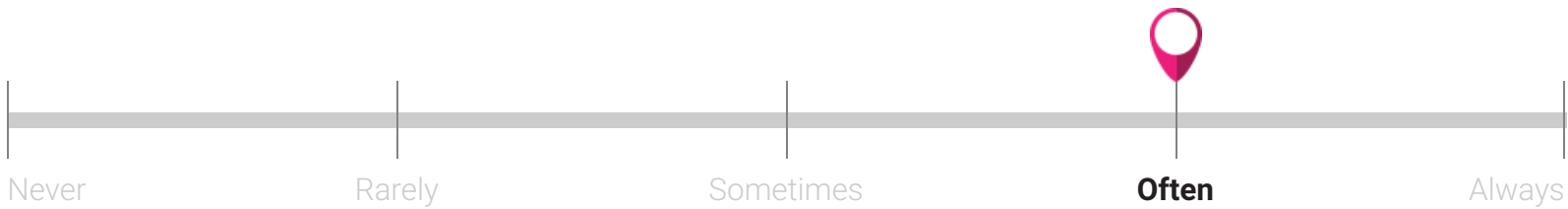
I favor my personal comfort and well-being first.



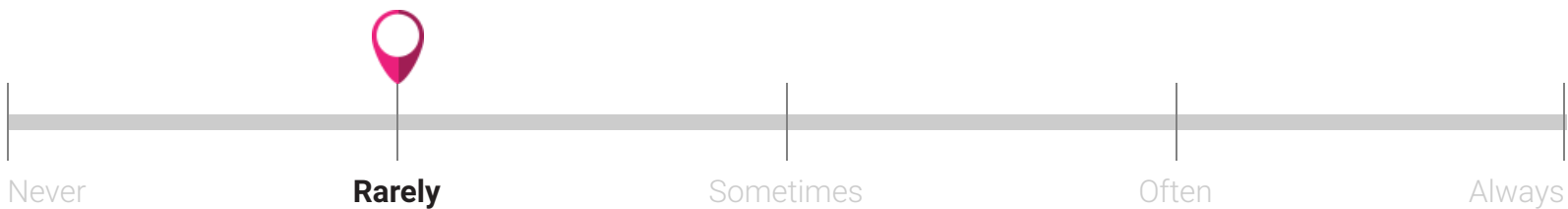
I look for opportunities to make other people's lives better.



I like relying on my experience.



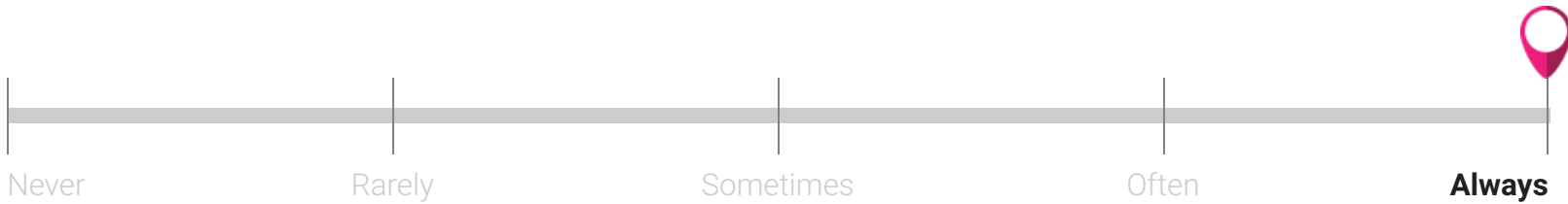
I continuously refine the skills I have.



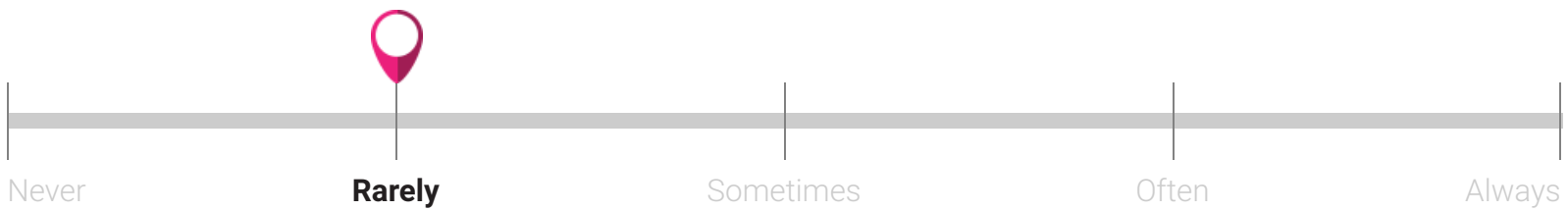
I prefer stability in my career.



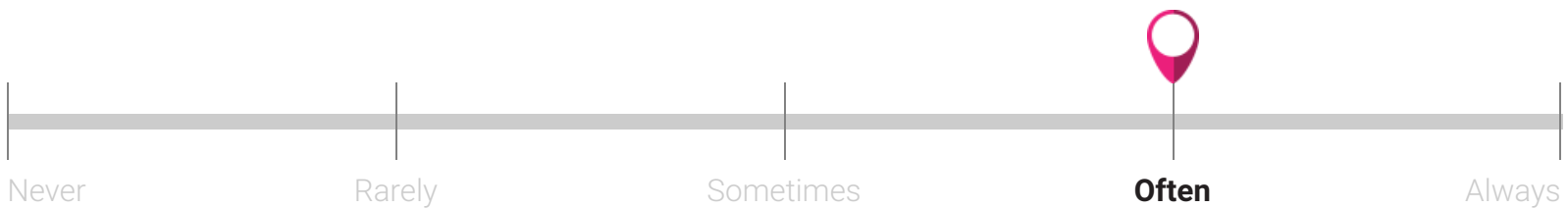
I like to expand my network.



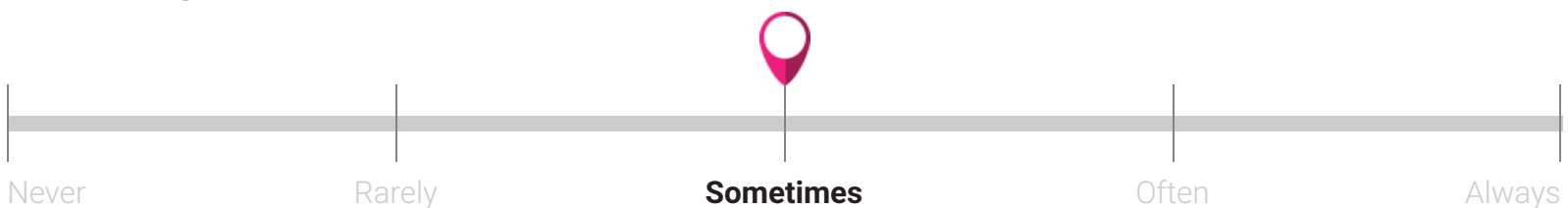
I am sensitive and emotional.



I take immediate action when I see an opportunity.



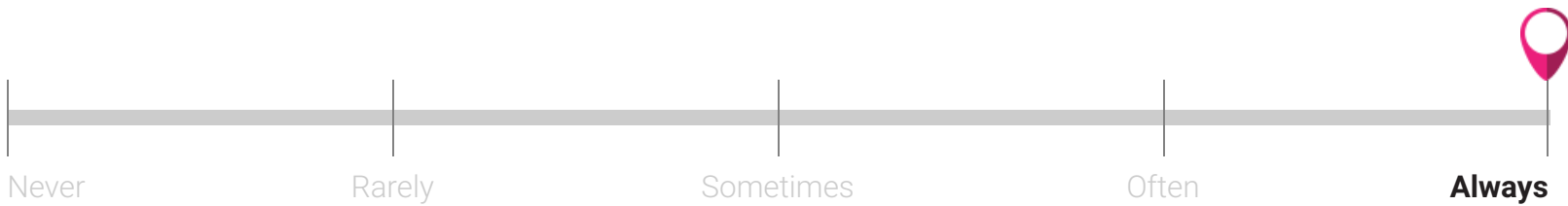
I can be persistent in discussions.



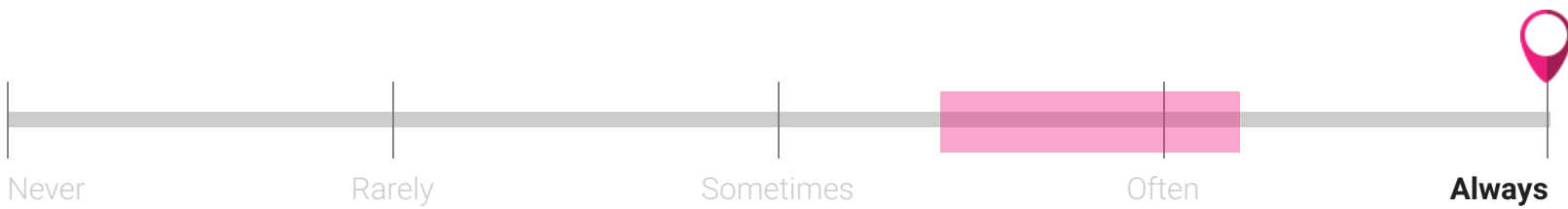
I am realistic and see things as they are.



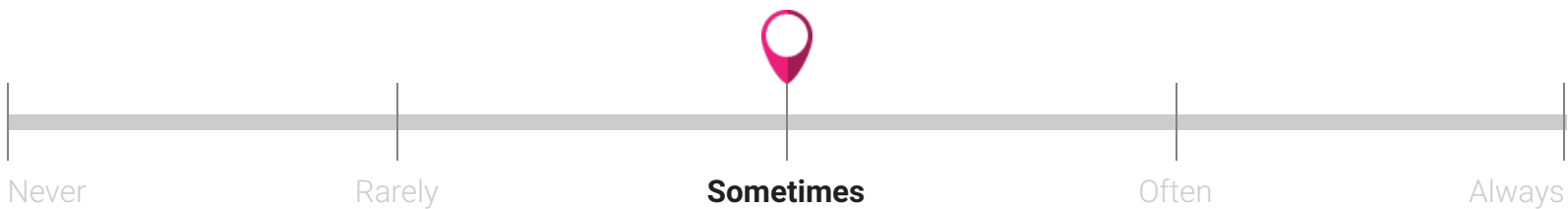
It is important for me to disconnect after work.



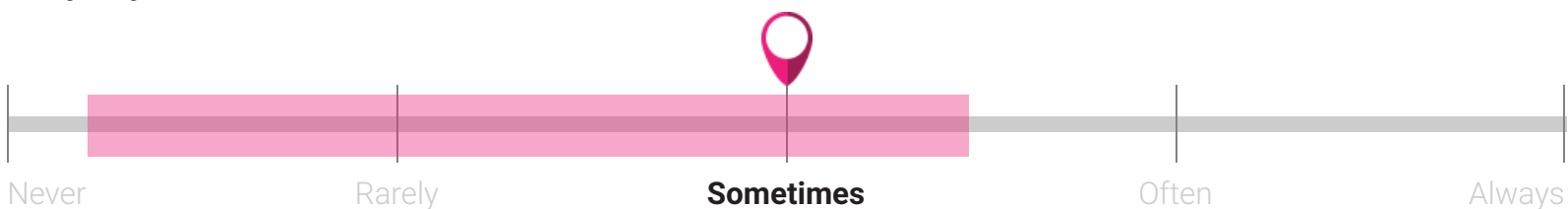
I am composed and confident.



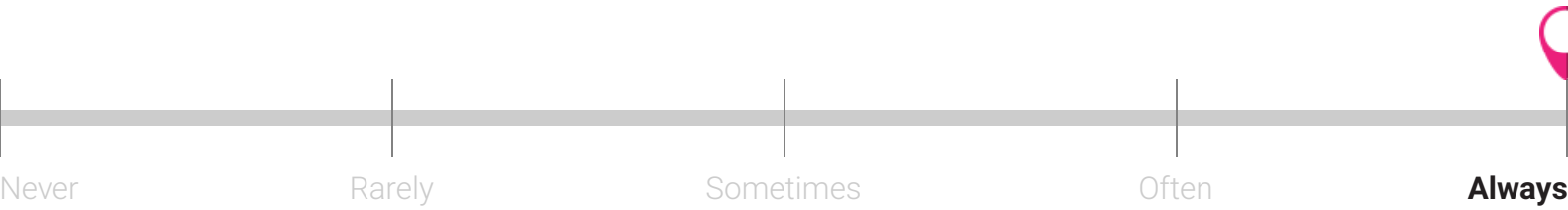
I value receiving feedback.



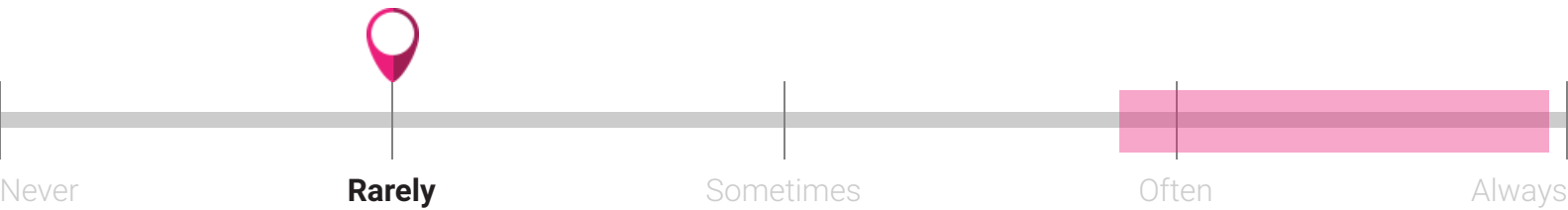
My style is traditional and timeless.



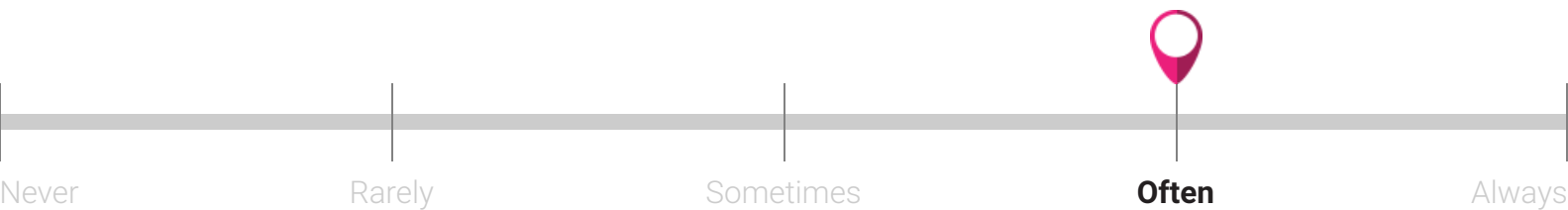
I am comfortable selling products/services at any price.



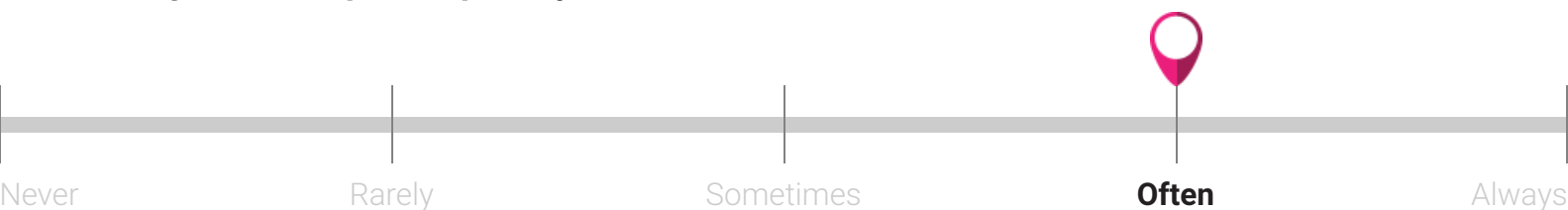
I am energetic and vivacious.



I am a conversationalist.



I like to get to the point quickly.



I use a consistent message with everyone.



I am willing to take risks.

