

Calling all Consultants/Trainers interested in helping to develop people on Internet time

Profiles-r-us.com is a sophisticated web site offering a range of organizational development solutions through a team of skilled management consultants and trainers. By becoming an associate of profiles-r-us.com you can join this international team and provide your clients with the best assessments from your own personalized portal. The reasons you should consider doing this are extremely compelling:

- ★ Today 10% of all assessment is done on-line, in four years it will be 70%
- ★ We provide you with more than 35 validated on-line assessments ready to use in individual, multi-rater, and organizational capacities.
- ★ We provide more direction and content after assessment than any other on-line multiple instrument assessment center.
- ★ Customized or tailored work is easily provided.
- ★ We have high expertise in Human Capital and software development.
- ★ We make our extensive database of content available to save you time and money developing your "tailored" solutions.
- ★ The associate network provides you with quality resources when your client needs more help than you can provide.
- ★ The Profiles-r-us.com assessment center provides you with passive revenue opportunities long after you have finished with your client.
- ★ The new Janus 'open architecture' on-line performance management system gives you capability to build your own competency models, while also using our "off-the-shelf" assessment and development solutions



A Complete Assessment Resource System

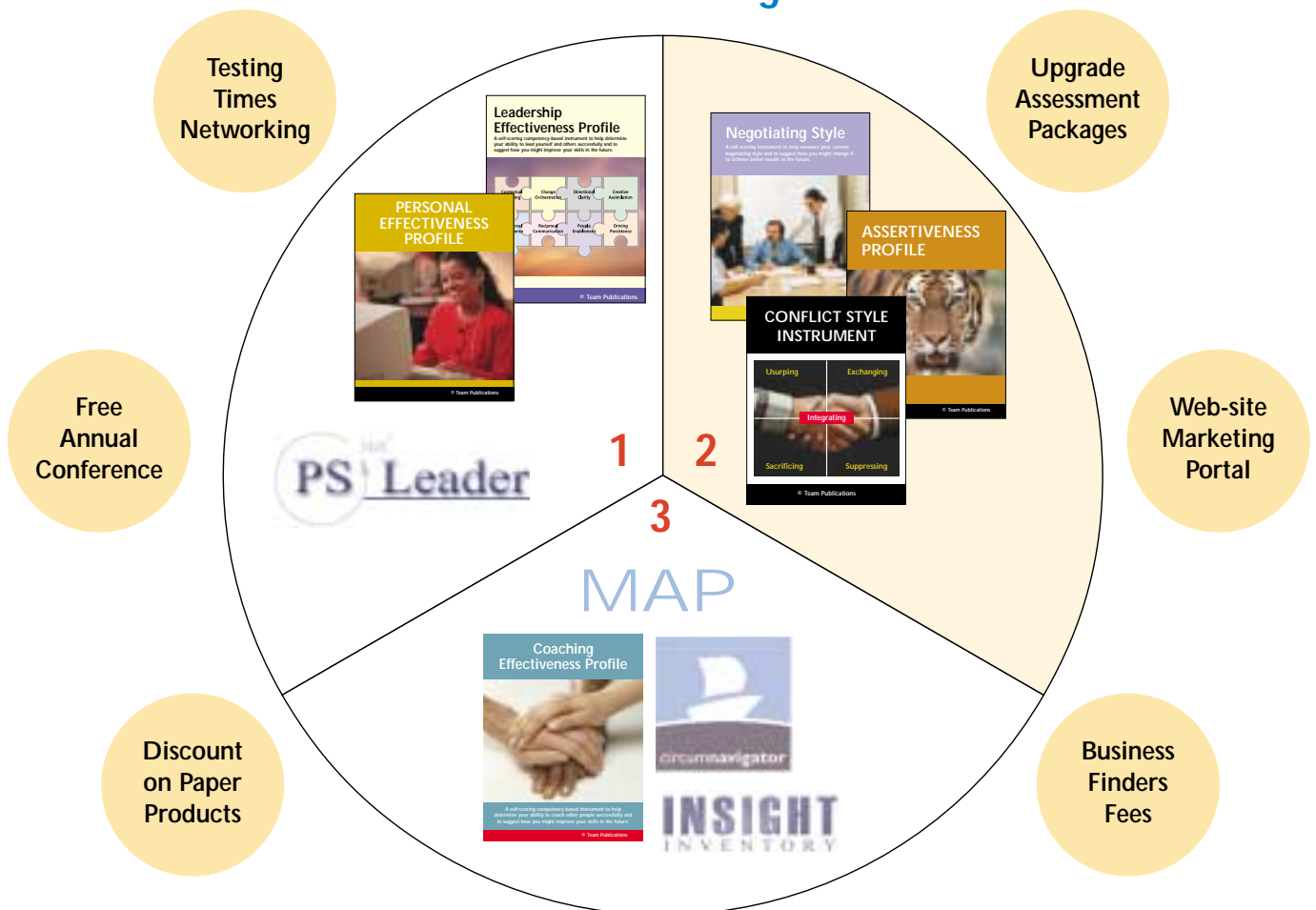
The profiles-r-us.com site has an extensive range of assessment products, all backed up by paper based instrument booklets and associated facilitator guide resources for those clients that also want a more 'traditional' approach.

Each associate receives a complete set of self-scoring profiles and resource guides to explain the instrument construct and to assist clients with the feedback and development process that should be followed.

From the electronic web-site, every associate selects any three packages of assessments (from 12 different packages in total). Each package has a minimum of four assessments in the following categories – Leadership, Teams, Performance Management, Selection/Recruitment, Coaching/Career Management, Personal Discovery, Communication, Safety/Stress Management, Negotiation/Conflict Management, Change/Culture/Innovation, Sales/Customer Service and Personality. With four quick profiles included, this gives associates over 15 assessments from the site (with the opportunity to expand this in the future). The diagram below illustrates an example package with the wider benefits offered.

Profiles-r-us.com Offering

3 Core Packages



Core packages examples only – Associates select 3 from choice of 12

*4 'Quick' profiles in Risk, Empathy, Change Handling and Decision-Making Style are also included

Our Business Goals

The profiles-r-us.com business goals are simple:

- ★ We will maintain the largest and highest quality customized and off-the-shelf assessments available on-line. We will reach the end user primarily through our world wide associate base.
- ★ We innovatively support associates and clients by either finding or building the best developmental material or organizational development solutions in the world.
- ★ Our intent is to leverage our partnership, so you get the best selection of assessments and we get the best consultants.

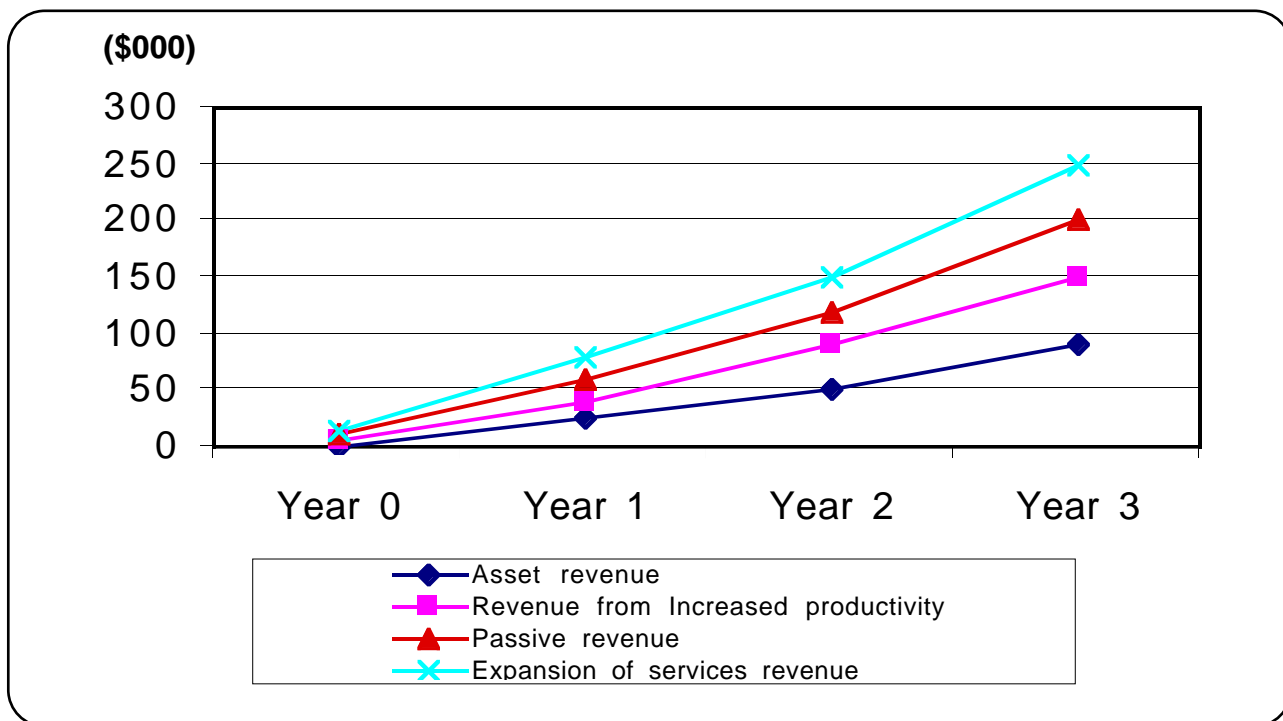
The Financial Benefits

Although incremental income will obviously vary according to individual associates, we believe that every associate has the scope to add substantially to current levels of overall revenue. This is achieved by providing access to the large suite of tools that are

available on your own tailored version of the profiles-r-us.com site. This creates unique competitive advantage to our associates as well as substantially increased earning capability (both product and resultant consulting income). Although these are tangible and significant long-term benefits, there are also immediate financial benefits to be had by an associate. These are shown on the chart below and summarized in the four following statements:

1. Direct Revenue of 30-40% of all assessments you sell or use in your programs.
2. Increase in productivity from the shift in time spent developing in-house materials or assessment products to time spent marketing and delivering programs, or direct consulting activity.
3. Incremental sales from passive revenue of client ongoing usage of assessments and self-development materials.
4. Expansion of services offered from the profiles-r-us.com materials and associate network.

Your potential revenue growth over 3 years a profiles-r-us.com associate



The Networking Opportunity

Our on-line publication "Testing Times" provides the forum for all Profiles-r-us.com associates and their clients to share information and communicate about best practice and latest thinking in the world of diagnostic instruments and surveys (and using them to help develop an organization to reach higher goals). Annual associate meetings will provide opportunities to share experiences and knowledge. In addition, profiles-r-us.com will make the database of other associates and their areas of specialty available to you to contact should their additional resources and expertise be needed, when tackling a major project opportunity. The strength and diversity of the profiles-r-us.com associate team is therefore a major asset in its own right.

Profiles-r-us.com Expertise

Profiles-r-us.com is a joint venture between two internationally successful leading edge businesses, one in software development and the other in human capital development. The combination provides a wealth of capability to deliver validated assessments and original learning materials in convenient and timely ways. Our experienced staff and large content database will mean custom work can be done fast and cost effectively.

Major projects in the United States, United Kingdom, and Australia provide the experienced background to support your business needs wherever they may take you. We have offices in London, Boston, Hong Kong, Melbourne, and Brisbane.



How to contact us...

Call us, e-mail us (at webmaster@profiles-r-us.com) or write to us at the address below or use the web site to register your interest. We will then make contact with you to take things to the next stage.

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