



## ...Is a Great Value – Saves Money

“Chally assessments are a great value. To recruit good candidates, we spend money and time on advertising, networking and interviewing. Some employers miss the last safeguard of the process – assessing candidates to make sure they are the right fit for the position and organization. Chally’s assessment is a well spent investment for us. It helps validate that we are all on the same page.”

“I have shared our Chally experience with several of my Canadian counterparts who have expressed surprise at the great value we receive. It seems some of them are paying far more for less comprehensive results and services.”

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

“Over the past 2-3 years, turnover of our Sales Specialist position dropped from over 30% to about 19%. Cost savings in turnover reduction alone amounts to well over \$2 million a year.”

**Martin Wikoff, Ph.D.  
VP, Sales Force & Leadership Development  
KI**

“In my consulting business working with medium and small companies, the Chally assessment has been very useful for my clients. It gives them quantitative and objective feedback that helps them select the right people. The costs of hiring and training the “wrong fit” as well as sales activity being delayed for up to a year can be high. You have to start all over again with recruiting, hiring, training and getting the sales person settled in their territory. Chally’s assessment gives my clients a better opportunity at selecting the right candidate and ultimately saves them the expense and hassle.”

**Collin Garstang, President  
Garstang Enterprises**

“Visibility to the characteristics of the new hires is critical. We get the visibility from the assessments and from the interviews. We are better off spending the money with Chally and knowing the critical characteristics, which tremendously outweighs the cost. Our expense has been minimal.”

**Brian Norris, Vice President of Sales  
Copy Max**