



**JobMatchAssessment**<sup>SM</sup>  
**.com**



## We Don't Recommend DiSC Assessment for Hiring

**There is no universal assessment tool.**

Organizations often contact us asking for a DISC assessment. When we ask why, they say 'to hire better.' Then, the honest discussion begins.

DISC is the most popular assessment tool in the world. Much like people who refer to the Crescent wrench as a catch-all for adjustable wrenches, they equate 'DISC' with employee assessment. In the world of mechanical tools, an adjustable wrench is just one type of wrench among many. It is not helpful if the job requires a lug wrench, torque wrench, or socket wrench.

We are fans of a good DISC assessment. In fact, I am an Authorized Partner for Everything DiSC™. We recommend it to reduce conflict and improve team cohesiveness, communication, and management skills.

Everything DiSC is best used in conjunction with training programs to help all participants understand the results and apply them to their relationships and daily work activities.

We recommend alternative assessment tools for hiring purposes.

If you are trying to determine how skilled a person is at a specific task or how much knowledge they possess, thousands of competency tests are available. We refer competency testing to other professionals, as the world of skills and knowledge continues to evolve daily, and experts tend to be industry or profession-specific.

If you are trying to determine an individual's attitude, work ethic, or integrity, we help you purchase and utilize the Step One Survey™.

To determine if a person is likely to excel in a job, we recommend the PXT Select® assessment. I am also a PXT Select Authorized Partner. We strongly support this tool, as it has demonstrated proven accuracy over the past 30 years. The assessment measures 20 traits in three categories: Thinking, Behaviors, and Occupational Interests.

The PXT Select® does not require extensive training. It is best used by understanding the reporting options and using our free debriefing meetings to learn how to navigate the specific reports.

Once measured, you can use an individual's data to create customized interview guides for any job, job-specific coaching guides, succession planning charts, leadership development guides, manager-employee relationship guides, and team reports tailored to individuals.

This is not a subscription service; our clients own their data. They purchase only the rights to take a person's answers and score them. Once a person's answers are scored, the reporting system is on demand and provided at no additional charge. You can reuse a person's results as needed. It enables you to compare them to any job and create coaching reports as well as new team reports.

There is no one-size-fits-all assessment company. Contact us, and we may be able to help you find the proper assessment to match your goal. Alternatively, visit [JobMatchAssessment.com](https://www.JobMatchAssessment.com) and click on 'Choose How We Help You' to access specific report samples.

# Welcome

Reimagine your world with DiSC®

Get Started



## One Assessment Thirteen Reporting Options

Unlike other assessments, the PXT Select™ uses a single assessment you can rely upon for a host of reporting options. This makes the assessment more valuable and affordable, since you pay only to score a person's results one time. After that, our reporting system lets you access additional reports without charge.

- Keep access to your data, without subscription cost.
- No charge for additional job models.
- No charge to compare a person to multiple jobs.
- No charge for personal relationship reporting.
- No charge for phone debriefs with a certified expert.

**NO BRAINER!**

PXT Select Report Options



**Hire  
Smarter.  
Engage Fully.™**

**PXT SELECT**  
A Wiley Brand

## Build and Keep a Collaborative Culture

*"One-and-done doesn't work. Build the foundation for an ongoing learning journey at a low cost."*



**Download  
Brochure**

Organizational culture faces unpredictable and constantly evolving challenges. You know your organization needs to actively shape a culture that supports morale, recovery, and continued success. It might seem impossible to know where or how to begin—we can help.

Authorized Partner  
EVERYTHING  
A Wiley Brand



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AUTHORIZED PARTNER  
PXT SELECT™  
A Wiley Brand

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***Don't Let Remote Work Curb Sales Development***

During this time, one of the most critical questions any President or CEO must face is: “How can I build and maintain a productive sales program?” My friend and associate, Troy “The Sales Navigator” Harrison, offers an answer through his Smooth Sailing Coaching Programs. No professional athlete has ever achieved greatness without collaboration with an equally skilled and passionate coach. In the same way, for long-term sales force development success, coaching can be essential to achieving your goals. Troy can help you focus and direct your efforts, streamlining product knowledge, creating fruitful lead generation, and putting the right processes and people in place. Troy’s programs include individual, autonomous activities, like my Sales Force Audit, or my Salary Calculator, and their success is built on the group and one-on-one skills coaching. These programs have produced dramatic growth for companies all over the USA – and whether you are located in his hometown of Kansas City, or from coast to coast, he can help you.

## Schedule

a complimentary,  
no-obligation

Sales  
Strategy  
Review  
Session



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**(913) 322-1538**

[Email](#)

Job Match Assessment Inc.  
11825 Mackey  
Overland Park, Kansas 66210  
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