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Realty Times And Upward Motion Reach Agreement

by Realty Times Staff

Realty Times and [Upward Motion](#) have reached an agreement through which Realty Times will become a preferred distributor of Upward Motion's real estate suitability test, Success Profiler, to agents, brokers and individuals considering a career in Real Estate.

John Giaimo, vice president of business development for Realty Times, says, "Upward Motion's test is much better than anything else on the market. It simulates typical situations that real estate agents encounter everyday and accurately analyses a persons' competencies related to real estate sales. It helps brokers identify strong recruits and it helps agents to understand their own strengths and weaknesses in real estate sales with greater depth. It perfectly complements Realty Times and our Agent Tools product offering. We are extremely pleased about having Upward Motion as a partner."

Studies have shown the most successful agents have certain things in common, ranging from a natural sales ability, to having the right type of personality. Upward Motion identifies these traits and rates how someone compares to high performing agents.

"A lot of people want to get into real estate, but they're afraid they might not succeed. We let them know if they have the competencies necessary for success in the industry", says Kim Ades, president of Upward Motion. "Brokers also want to know they are hiring someone on more than a gut feeling. Success Profiler helps them determine if a candidate exhibits the right qualities and skills to succeed and what areas could be further developed through training. Agents love the test because it so accurately represents the true challenges and opportunities that they experience in their careers."

Established in 1995, [Upward Motion](#) develops leading edge, user-friendly solutions for assessment and training and is the first company in the world to offer an online video assessment simulation.

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