

	SIGNATURE SUITE	PROFESSIONAL	PREMIER
A guide for your sales mgr (Insights/Ind.)	✓		✓
Accountability (Insights/Grp.)	✓		
Accountability (Insights/Ind.)	✓		✓
Action Plan	✓	✓	✓
Advanced Behavioral Analysis	✓		✓
Advanced Summary *1,2	✓	✓	✓
Biggest mistakes (Insights/Grp.)	✓		
Biggest mistakes (Insights/Ind.)	✓	✓	✓
Birkman Basics Report	✓	✓	✓
Birkman Color Key	✓	✓	✓
Birkman Comparative Report	✓	✓	✓
Birkman Components Wheel	✓	✓	✓
Birkman Interests	✓	✓	✓
Birkman Leadership Map	✓	✓	✓
Birkman Map (Grp.)	✓	✓	✓
Birkman Map (Ind.)	✓	✓	✓
Birkman Map Summary	✓	✓	✓
Birkman Sales Map	✓	✓	✓
Birkman Signature Report	✓	✓	✓
Birkman Welcome page	✓	✓	✓
Career Exploration Report	✓		✓
Career focus (Insights/Ind.)	✓		
Challenge & Freedom *1	✓		
Coaching Page	✓	✓	✓
Coaching relationship (Insights/Comp.)	✓	✓	✓
Coaching to Needs	✓		✓
Coaching Report	✓		✓
Component Combinations	✓		✓
Comprint *1,2	✓	✓	✓
Group Graph	✓	✓	✓
Guide Pages	✓		✓
Handling commitment (Insights/Grp.)	✓		
Handling commitment (Insights/Ind.)	✓		✓
Handling conflict (Insights/Grp.)	✓		
Handling conflict (Insights/Ind.)	✓		✓
How to incentivize you (Insights/Grp.)	✓		
How to incentivize you (Insights/Ind.)	✓		✓
How to talk to you (Insights/Grp.)	✓		
How to talk to you (Insights/Ind.)	✓	✓	✓
How to work with you (Insights/Grp.)	✓		
How to work with you (Insights/Ind.)	✓	✓	✓
How you approach interviews (Insights/Ind.)	✓		✓
How you handle others (Insights/Ind.)	✓		✓
How you incentivize others (Insights/Ind.)	✓		✓
How you influence others (Insights/Grp.)	✓		
How you influence others (Insights/Ind.)	✓		✓
Image Management *3	✓	✓	✓
Increasing sales effectiveness (Insights/Grp.)	✓		
Increasing sales effectiveness (Insights/Ind.)	✓		✓
Job Families / Job Titles	✓		✓
Managerial Style	✓		✓
Managing your time (Insights/Grp.)	✓		
Managing your time (Insights/Ind.)	✓		✓
Money and trust (Insights/Grp.)	✓		
Money and trust (Insights/Ind.)	✓		✓
Motivating you (Insights/Grp.)	✓		
Motivating you (Insights/Ind.)	✓		✓
Name Tags	✓	✓	✓
Organizational fit (Insights/Grp.)	✓		
Organizational fit (Insights/Ind.)	✓		✓
Organizational Focus (Grp.)	✓		✓
Organizational Focus (Ind.)	✓		✓
Relational disrupters (Insights/Grp.)	✓		
Relational disrupters (Insights/Ind.)	✓		✓
Signature Summary	✓	✓	✓
Some basic info about you (Insights/Ind.)	✓	✓	✓
Stress Management	✓	✓	✓
Team player (Insights/Grp.)	✓		
Team player (Insights/Ind.)	✓		✓
The effect of interests on work (Insights/Grp.)	✓		
The effect of interests on work (Insights/Ind.)	✓		✓
Trust (Insights/Grp.)	✓		
Trust (Insights/Ind.)	✓		✓
Understanding Components (Insights/Ind.)	✓	✓	✓
Understanding Interests (Insights/Ind.)	✓	✓	✓
Understanding Org Focus (Insights/Ind.)	✓		✓
Understanding the Map (Insights/Ind.)	✓	✓	✓
Understanding Work Styles (Insights/Ind.)	✓		
Usual, Needs & Stress	✓	✓	✓
Work Styles	✓		
Your ineffective tactics (Insights/Grp.)	✓		
Your ineffective tactics (Insights/Ind.)	✓		✓
Your job search (Insights/Ind.)	✓		✓
Your leadership style (Insights/Grp.)	✓		
Your leadership style (Insights/Ind.)	✓		✓
Your learning style (Insights/Grp.)	✓		
Your learning style (Insights/Ind.)	✓		✓
Your possible challenges (Insights/Grp.)	✓		
Your possible challenges (Insights/Ind.)	✓	✓	✓
Your relationship with child (Insights/Ind.)	✓		✓
Your relationship with partner (Insights/Ind.)	✓		✓
Your strengths (Insights/Grp.)	✓		
Your strengths (Insights/Ind.)	✓	✓	✓

* Will be removed from Signature Suite package

(1) In the Signature Suite package, Advanced Summary, Challenge & Freedom, & Comprint will be removed on February 1, 2022.

(2) The Advanced Summary & Comprint will be included in the Professional & Premier package.

(3) The Image Management report will be a new addition to the Professional & Premier package, replacing Challenge & Freedom.