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## **Profiles International Acquires The Chapman Group**

*Waco, Texas* — Earlier this month, Profiles International, a leading provider of assessment tools, acquired The Chapman Group, a Baltimore-based company specializing in metric-based sales optimization tools, under the Profiles Chapman Group LLC. This strategic alignment will allow both companies to work as one cohesive unit to expand offerings and better serve clients.

Dennis J. Chapman, Sr., President and CEO of The Chapman Group, says, “This is an exciting opportunity and time for all clients and employees of our firm. We will continue to work with all clients and suppliers as we have for the past 19 years. It is our expectation that The Chapman Group will reach new heights . . . that will enhance the success of our clients and establish The Chapman Group as a leading supplier of sales effectiveness solutions.”

“The Chapman Group’s portfolio of tools integrating the art of selling with the science of sales will compliment Profiles’ comprehensive array of assessment instruments to assist companies — of all sizes — achieve greater productivity and profitability,” explains Profiles President, Bud Haney.”

Profiles CEO, Jim Sirbasku, says, “This is an excellent opportunity for everyone involved and we could not be more pleased. It is definitely a win-win situation for both companies. I believe we have the strong potential to realize at least a 20 percent increase in sales. What could be better than that?”

This acquisition will be seamless for both organizations. Mr. Chapman will remain in his current position as president and chief executive officer, and his organization will continue to do business as The Chapman Group.

Profiles International is the world’s leader and innovator in selecting and developing high-performance workforces. Profiles continuously revalidates and updates its diverse collection of employment assessments, providing thousands of companies worldwide with accurate, reliable information to use as a competitive strategy. For more information about Profiles' products and services, visit our Web site at [www.profilesinternational.com](http://www.profilesinternational.com).

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