

Effective on Their Own; Transformative Together

Increase first-year survival
and productivity of your
financial professionals
with confidence.



25%

average increases in
productivity measures of those
who completed our sales
effectiveness training program,
Trustworthy Selling,
as compared to those who
did not complete the program.

Source: LIMRA Trustworthy Selling BIRT data 2023.



25%

higher production/retention
rates of those who scored
highly in our **field hiring
assessment**, as opposed
to those who scored low.

Source: LIMRA Trustworthy Selling and Assessments Case Study, 2019.

LIMRA
Navigate With Confidence



94%

higher production rate from financial professionals who **utilized both** our field assessment* and Trustworthy Selling sales training, as compared to those who did not use these solutions together.

**The field assessment used was CareerProfile, which has since been retired and updated with our SuccessPredictor assessment.*

Source: LIMRA Trustworthy Selling and Assessments Case Study, 2019.