RIGHT choice SYSTEM

What Is SuccessPredictor

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What is SuccessPredictor

Success Predictor is an assessment designed to help recruiters and managers answer the following question:

"How likely is it that this candidate will be a success in this industry"

"*…at this point in time*"?

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What is SuccessPredictor

SuccessPredictor looks at a candidate's recent background information.

The information gathered is objective, measurable and quantifiable.

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What is SuccessPredictor

It gives the probability of whether or not this individual will be successful in the financial services industry.

It is validated very specifically to **our industry** and to a certain role.

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What is SuccessPredictor

SuccessPredictor is **NOT** an assessment that can be used for other positions outside the industry.

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What is SuccessPredictor

It is specifically designed and validated for the role of a financial services representative who is in some way selling life insurance and is being paid on a commission basis.

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Our Definition of Success

For *SuccessPredictor,* the definition of success is the probability the individual:

- can survive their first 12 months under contract; and
- will produce in the top half of all first-year surviving reps.

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Our Definition of Success

Success is based on bio-data info such as:

- Financial situation and goals
- Career experience and satisfaction
- Exposure to the industry

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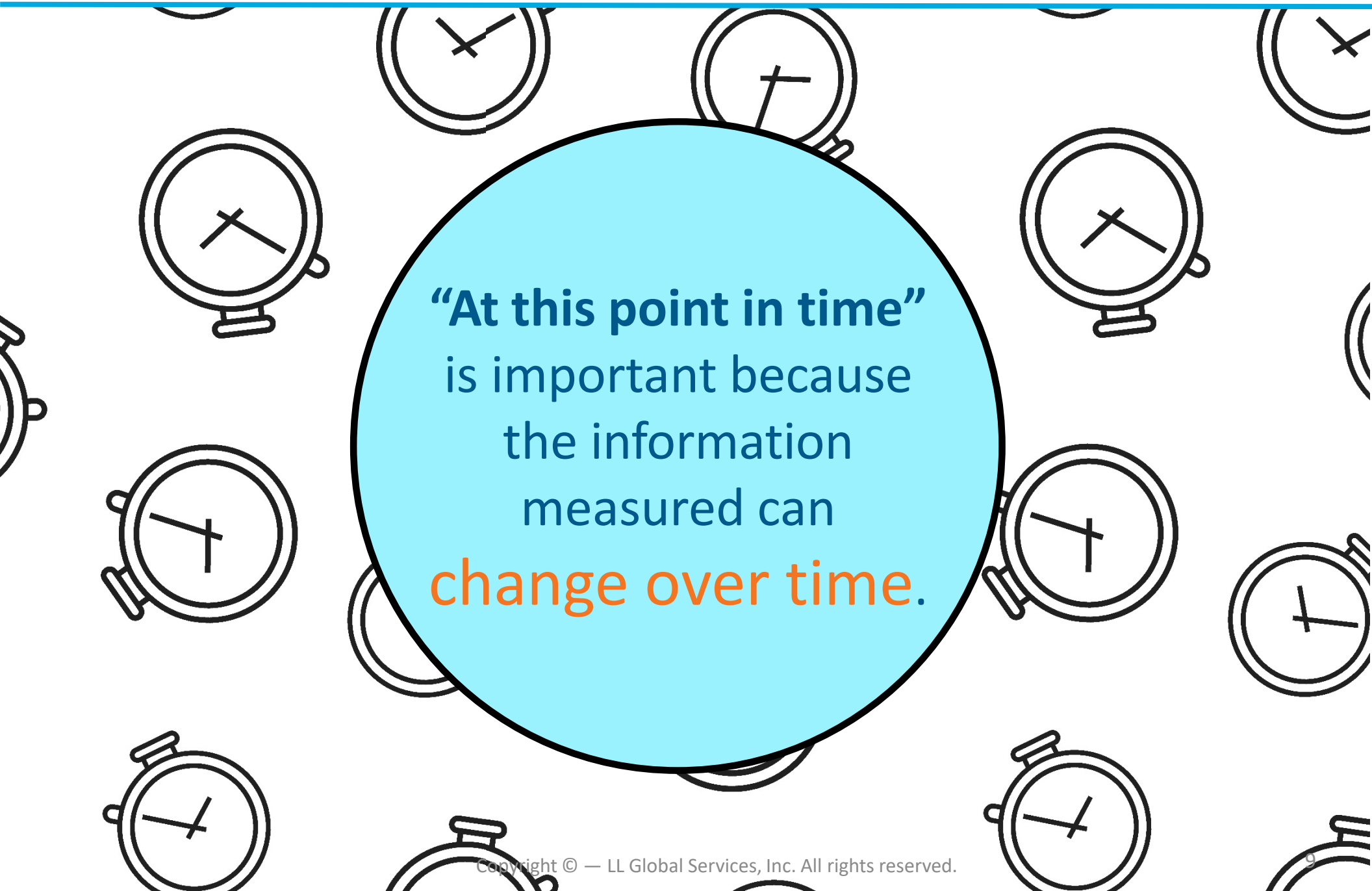
At This Point In Time



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At This Point In Time

If you think about different types of information that can be measured about an individual by assessments, there are several personality assessments.

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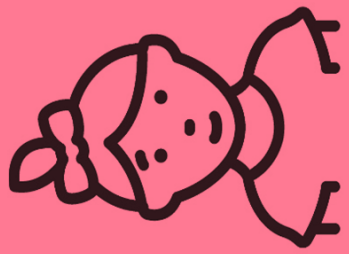
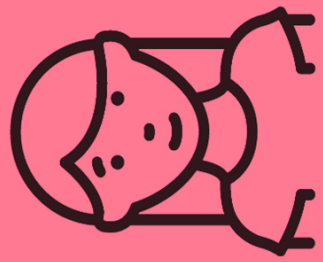
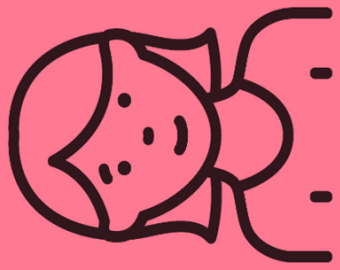
At This Point In Time

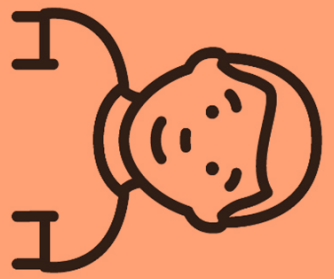


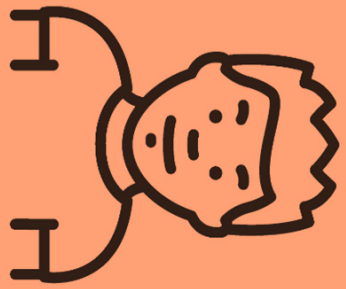


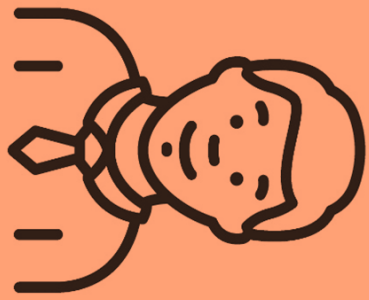


Personality is pretty much set when you enter into adulthood.

Personality can change over time, but typically it takes much longer to change unless an individual has a major traumatic event in their life.







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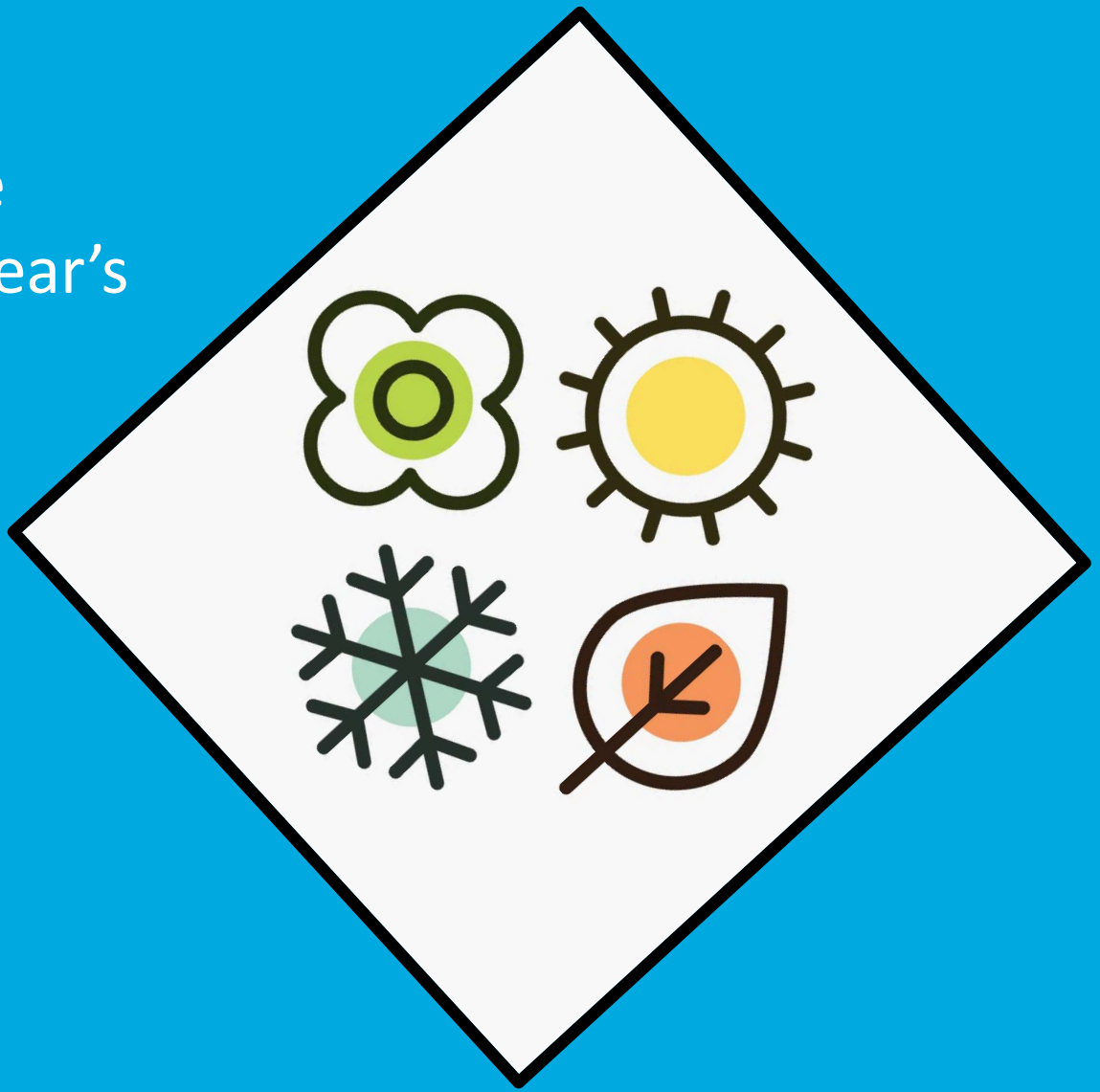
At This Point In Time

However, the information measured about a candidate *here* can really change in a year's time!



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