

This assessment predicts a candidate's probability of success in an insurance or financial services sales career.

PROCEED

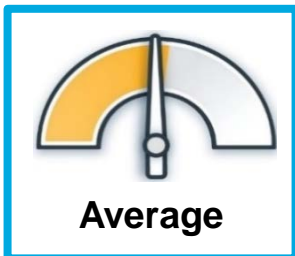
9

out of 10

This score provides an assessment of the risk you are taking in contracting with this individual. The rating indicates how well a candidate's recent background aligns with the backgrounds of those who have succeeded or failed in the industry.

[Learn more about the scoring process here.](#)

Candidates scoring in this range have an **average** change of being a successful survivor.



How do we define success?

"Successful" financial representatives:

- Survive their first contract year
- Produces in the top half of all first-year surviving producers in the company.

Will the candidate want to move forward?

Based upon their responses, it is **very likely** that the candidate will accept this position if offered.



This assessment predicts a candidate's probability of success in an insurance or financial services sales career.

PROCEED WITH CAUTION

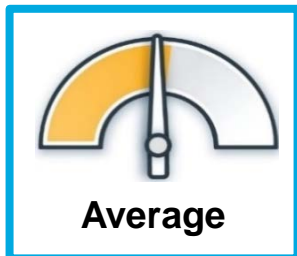
6

out of 10

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How do we define success?

"Successful" financial representatives:

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Will the candidate want to move forward?

Based upon their responses, it is **very likely** that the candidate will accept this position if offered.



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NOT AT THIS TIME

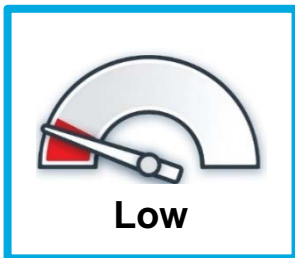
3

out of 10

This score provides an assessment of the risk you are taking in contracting with this individual. The rating indicates how well a candidate's recent background aligns with the backgrounds of those who have succeeded or failed in the industry.

[Learn more about the scoring process here.](#)

Candidates scoring in this range have a **below average** change of being a successful survivor.



Potential Areas of Concern:

- Work instability
- Current employment status
- Employment history
- Incompatible financial goals

Will the candidate want to move forward?

Based upon their responses, it is **very likely** that the candidate will accept this position if offered.

