

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

Can the candidate do the job?



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 **above average** chance of being a successful survivor.



How do we define success?

"Successful" financial representatives:

- Survive their first contract year
- Produce 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 **not likely** that the candidate will accept this position if offered.



A decorative banner with a blue background and a pink wavy top edge. On the left side, there is a white question mark icon inside a circle, with the text "Questions?" written below it.

