

# Achievement and Success Index

## Candidate Report

For J Sample



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Version: Financial Services, U.S.

Test Company 1  
Date: 10/9/2001 3:37:44 PM

### ASI Rating: 16

Across all ASI users in financial services companies in the United States, approximately 29 out of 100 candidates who rate 16 are expected to be successful.

Compared with the average financial services candidate in the United States, this candidate has a 41 percent better than average chance of being a successful producer.

A "successful" representative or planner is one who

1. survives his or her first contract year, and
2. produces in the top half of all first-year surviving producers in the company.

The ASI rating is a combination of two predictors: first-year survival and first-year production. The chart below shows how this candidate rated in these two areas.

	Below-Average Production	Average Production	Above-Average Production
Below-Average Survival			
Average Survival			
Above-Average Survival			

In other words, compared with an average candidate:

- This candidate has an above-average chance of surviving his or her first contract year.
- This candidate has a below-average chance of being among the top producers in your company.