



Financial Case Study: Sales Assessment Predicts Production Results

Loan Officer Assessment Score	Sample Size (116) All Rookies	Sales to Goal Average	Sample Size (49) 6 month Rookies	Sales to Goal Average
70 and above	N=41	145%	N=16	151%
56 to 69	N=55	125%	N=21	139%
55 and below	N=20	57%	N=12	65%