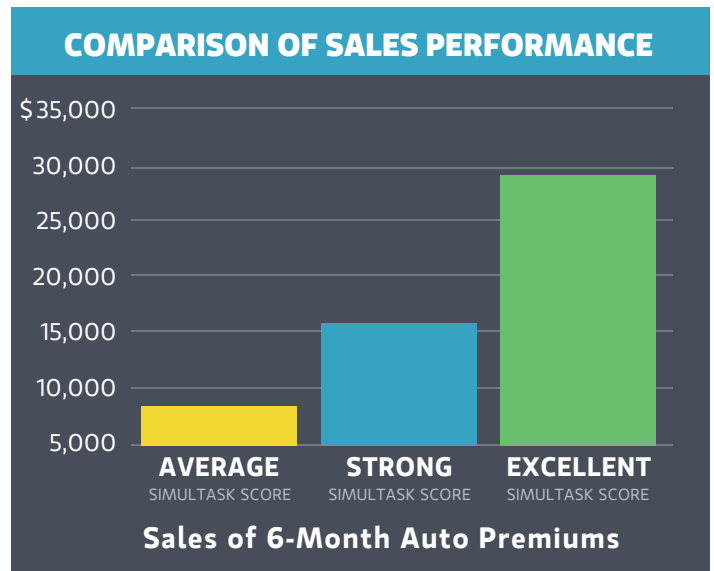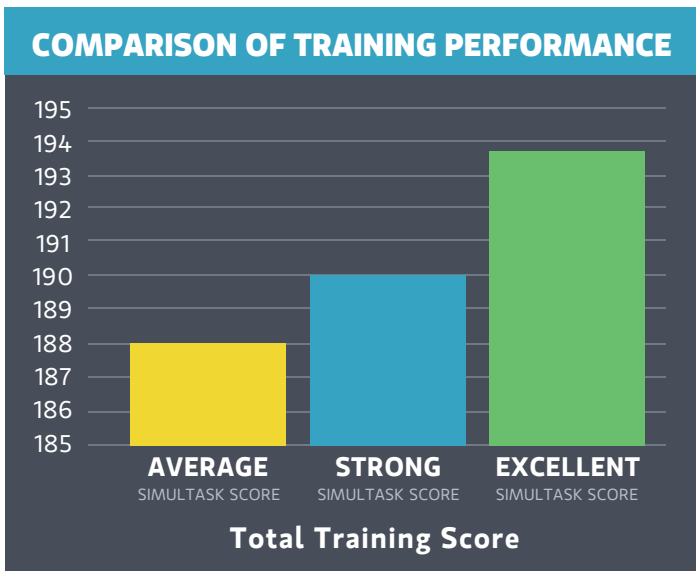# SELECTQUOTE®

In partnership with **SelectQuote Insurance**, Employment Technologies conducted a research study measuring the impact of EASy Simulation® SimulTask in predicting the performance of newly hired sales agents. Agents' SimulTask performance was compared to their training performance and their sales performance during the first two months on the job.

COMPARISON OF TRAINING PERFORMANCE

AVERAGE SIMULTASK SCORE	STRONG SIMULTASK SCORE	EXCELLENT SIMULTASK SCORE
188	190	~193.5

Total Training Score

COMPARISON OF SALES PERFORMANCE

AVERAGE SIMULTASK SCORE	STRONG SIMULTASK SCORE	EXCELLENT SIMULTASK SCORE
~8,000	~15,500	~29,500

Sales of 6-Month Auto Premiums

71% INCREASE IN SALES PERFORMANCE

- Agents with higher SimulTask scores "got out of the gate" faster, demonstrating significantly higher training scores and early sales performance.

- There was a $21,039 difference in 2-month sales performance between the group of agents with Average SimulTask scores and those with Excellent SimulTask scores—a 71% increase!

- A two-month potential sales increase for every 100 new hires using SimulTask to screen out low performers:

$1,413,200

Based on Schmidt and Hunter utility formula, the difference between agents who would be screened out using SimulTask versus the average performance of newly hired agents.

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