

# Insurance Suite



## Reduce Risk, Drive Performance and Measure ROI by Hiring the Best

Finding the right strategy to attract talent, reduce turnover, grow leaders, and contain operational costs should not be arbitrary. PreVisor's Insurance Suite will help you to identify the candidates who can succeed across a variety of key insurance roles. PreVisor is dedicated to delivering assessment solutions that help increase revenue and profitability, deliver better customer service, improve retention, and boost operational efficiency.

You depend on your people. Now more than ever, you need a dependable process to select them.

### Finding the Right Provider

It is more important than ever to make the best hiring decision. Yet you are faced with the same challenges your customers have – so many providers, so many assessments to choose from, and none of them cover all the roles you are hiring. PreVisor's Insurance Suite puts an end to the confusion and allows you to save time and money by investing in one provider to hire the best team.

PreVisor's Insurance Suite provides full access to the following twelve (12) pre-packaged job solutions:

- Claims/Customer Service Representative
- Claims/Operations Supervisor
- Financial Services Representative
- Healthcare Insurance Claims/Customer Service Representative
- Insurance Account Manager
- Insurance Administrative Assistant
- Insurance Agent
- Insurance Sales Manager
- Insurance Claims Agent
- Senior Insurance Agent
- Agency Manager
- Insurance Director

This suite is designed to help you hire the best employees throughout your organization, including several levels of sales, account management, financial service, leadership, and customer support roles.

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**For more information on  
PreVisor's Insurance Suite,  
please contact your account  
representative at 800-367-2509.**  
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## Making Connections

PreVisor's assessment content has been repeatedly shown to predict job performance. Our solutions scientifically measure the effect improved hiring has on key performance indicators such as productivity, attendance, turnover, and customer satisfaction. In fact, PreVisor has demonstrated direct ROI for our clients' talent initiatives, showing strong and compelling business results such as:

- Insurance Agents who scored the highest on PreVisor's solution sold \$20,000 more per year than those who scored lower.
- Financial Services Representatives who scored highest on the PreVisor solution were 43% more likely to pass the Series 6 certification exam.
- Healthcare Insurance Call Center Representatives who scored the highest on PreVisor's solution, remained on the job 51% more than those who scored lower, saving approximately \$1.5 million in recruitment and training expenses.
- Insurance Claims Agents who performed well on the PreVisor solution were rated as 18% more effective and are 29% more likely to be hired again by their managers than those who scored lower.
- Insurance Customer Service Representatives who scored the highest on the PreVisor solution, remained on the job 31% more than those who scored lower, saving approximately 2.5 times the annual salary for each job.

## Whatever You Need, We Have the Solution

With a vast assessment catalog, decades of ongoing research, and the latest technology in testing, PreVisor's solutions accurately measure critical competencies at every level within an organization. To understand the landscape of your current workforce, the results from PreVisor's solutions can be used to promote talent into leadership roles, identify future leaders for succession planning, and effectively reorganize current workforce into a new structure and new roles.

**For more information on the PreVisor Insurance Suite, please contact your account representative at 800-367-2509.**