

Ratio of Business Sourced
(Potential)

0.34

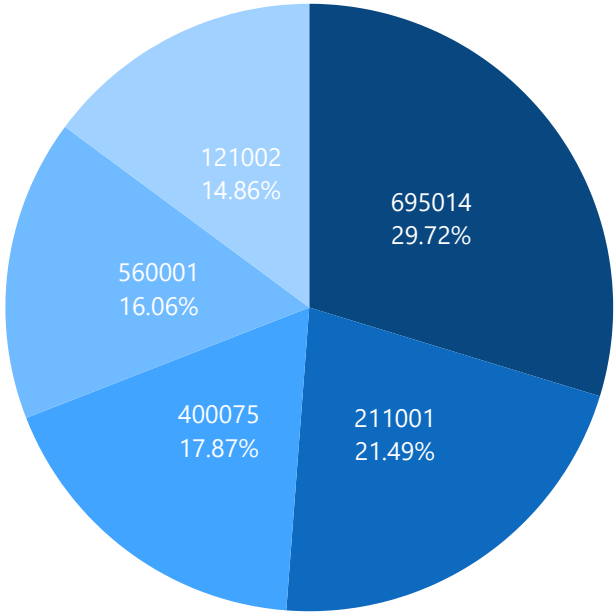
Total Applicants

9527

Applicants who brought in
business

3267

Distribution of Total Successful Applicants in Top 5 Offices



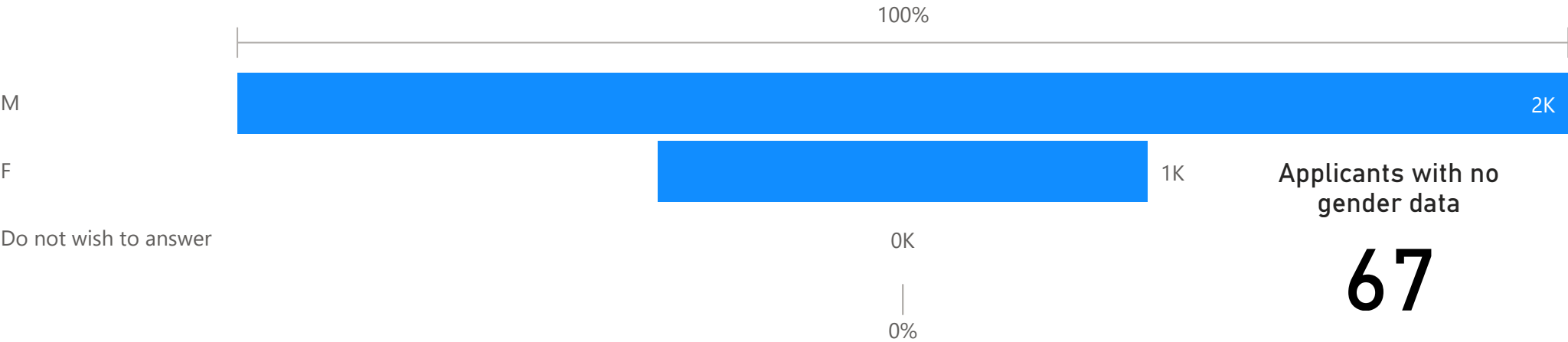
Year

- Select all
- 2007
- 2008

Month

- Select all
- January
- February
- March
- April
- May
- June
- July
- August
- September
- October
- November
- December

Business_Sourced by Applicant_Gender

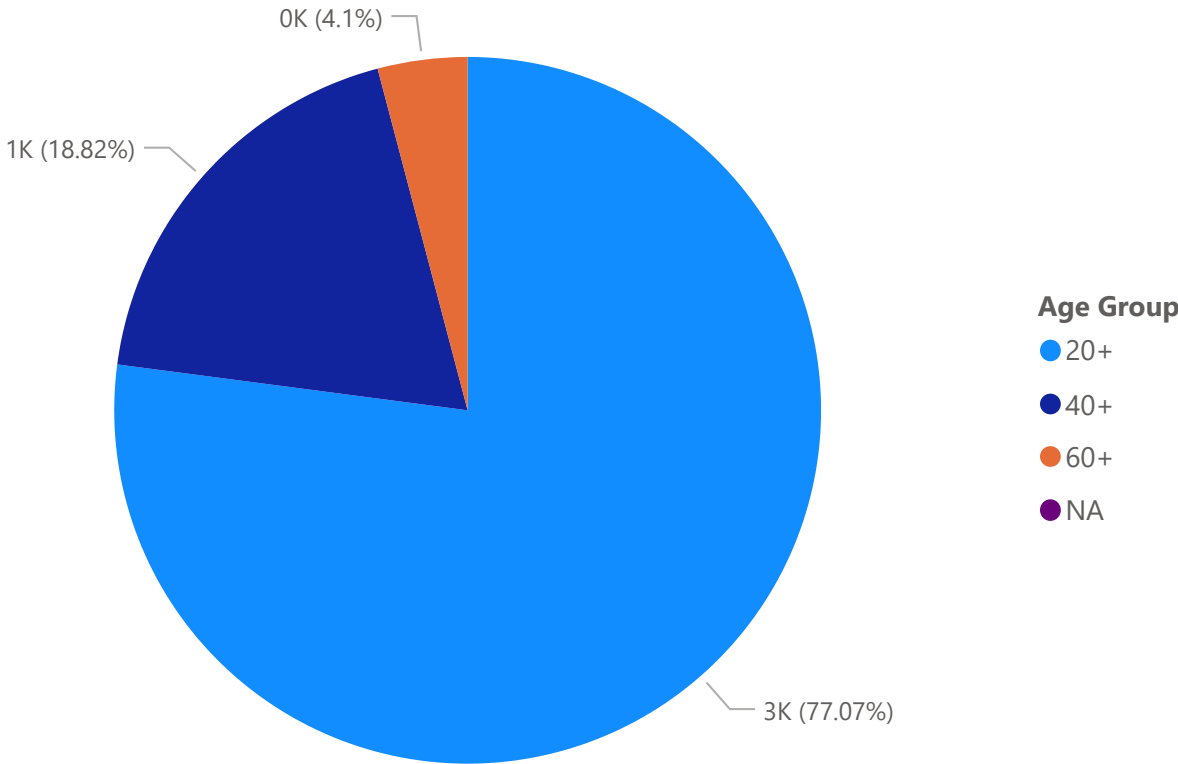


Applicants with no
gender data

67

Of the 67 applicants that had no genders, 0 members were successful in providing business to FinMan

Number of Successful Applicants by Age Groups

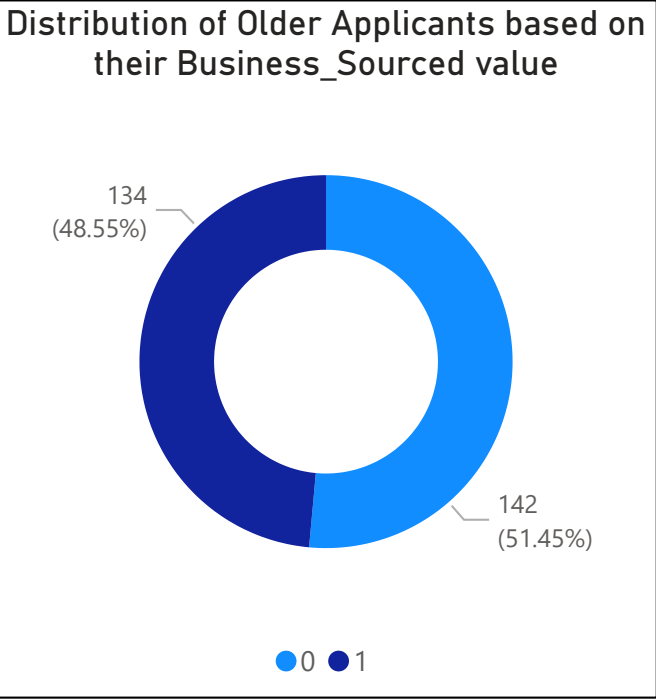


Total applicants who did not reveal their age

73

- Year
- ☐ Select all
 - ☐ 2007
 - ☐ 2008

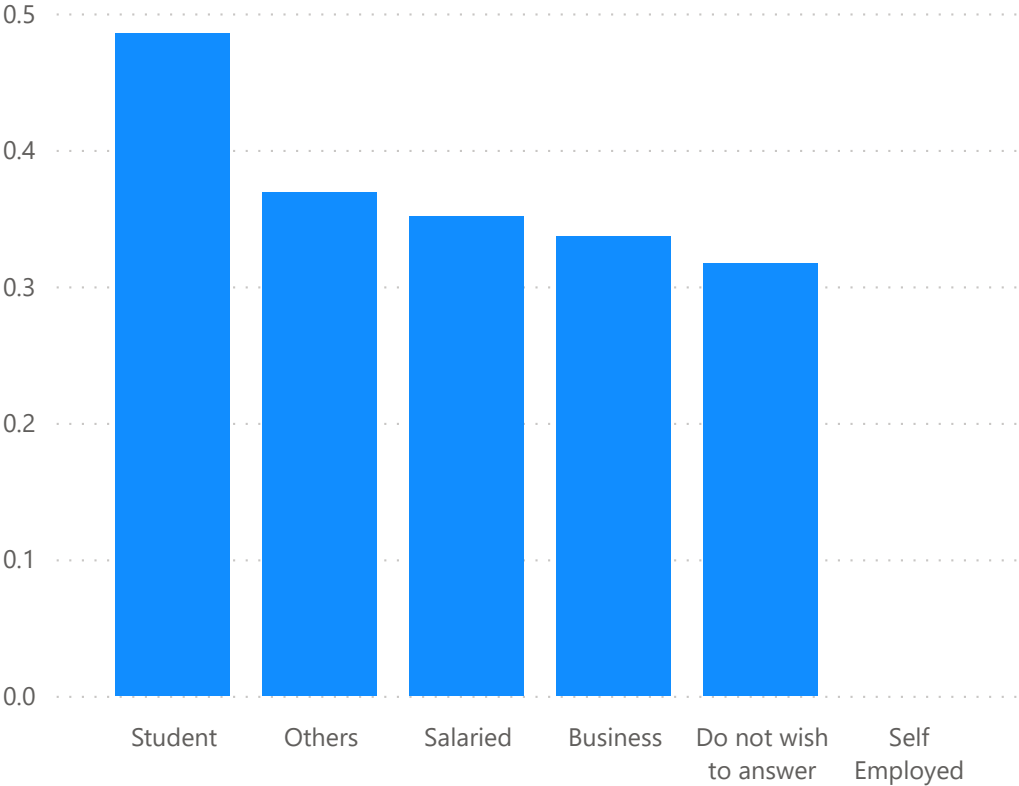
Distribution of Older Applicants based on their Business_Sourced value



- Month
- ☐ Select all
 - ☐ January
 - ☐ February
 - ☐ March
 - ☐ April
 - ☐ May
 - ☐ June
 - ☐ July
 - ☐ August
 - ☐ September
 - ☐ October
 - ☐ November
 - ☐ December

None the 73 applicants who applied without an age declaration turned out to be non-successful applicants. Of the earlier insight about Gender and now Age, signify that incomplete applications tend to have a higher failure rate. An indication that if they weren't interested enough to fill up the details, they are more likely to withhold interest with the sales as well. On another unusual note, older people have a higher success rate of near 49% despite their younger (less than 40) counterparts (31% success rate) possessing the highest number of successful applicants.

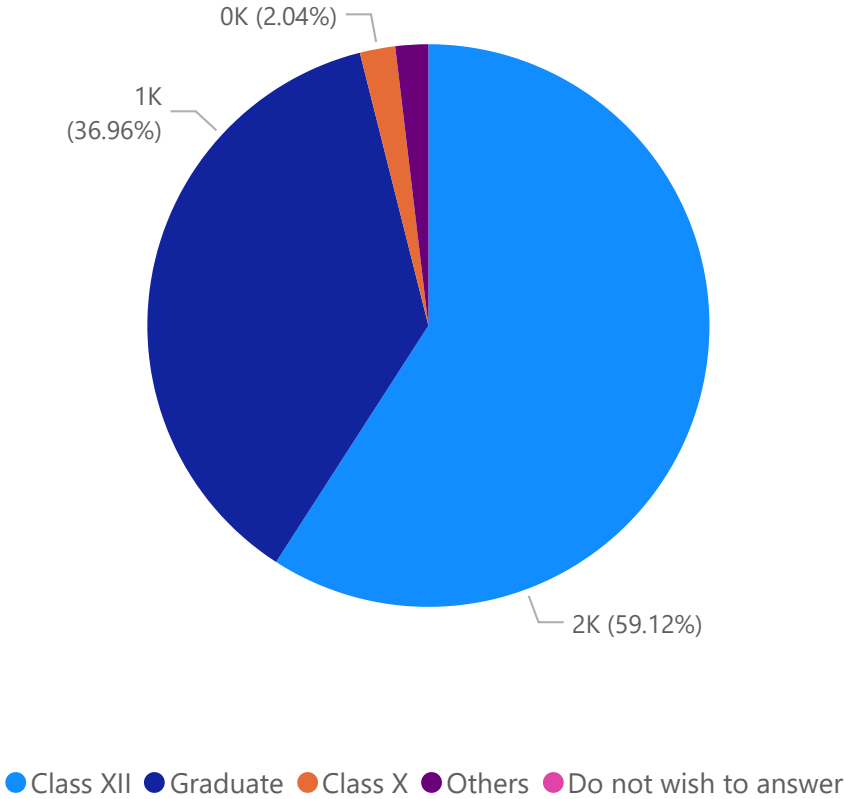
Success_Rate by Applicant_Occupation



Total self-employed applicants

149

Total Business_Sourced by Top 5 Applicant_Qualifications



Year

☐ Select all

☐ 2007

☐ 2008

Month

☐ Select all

☐ January

☐ February

☐ March

☐ April

☐ May

☐ June

☐ July

☐ August

☐ September

☐ October

☐ November

☐ December

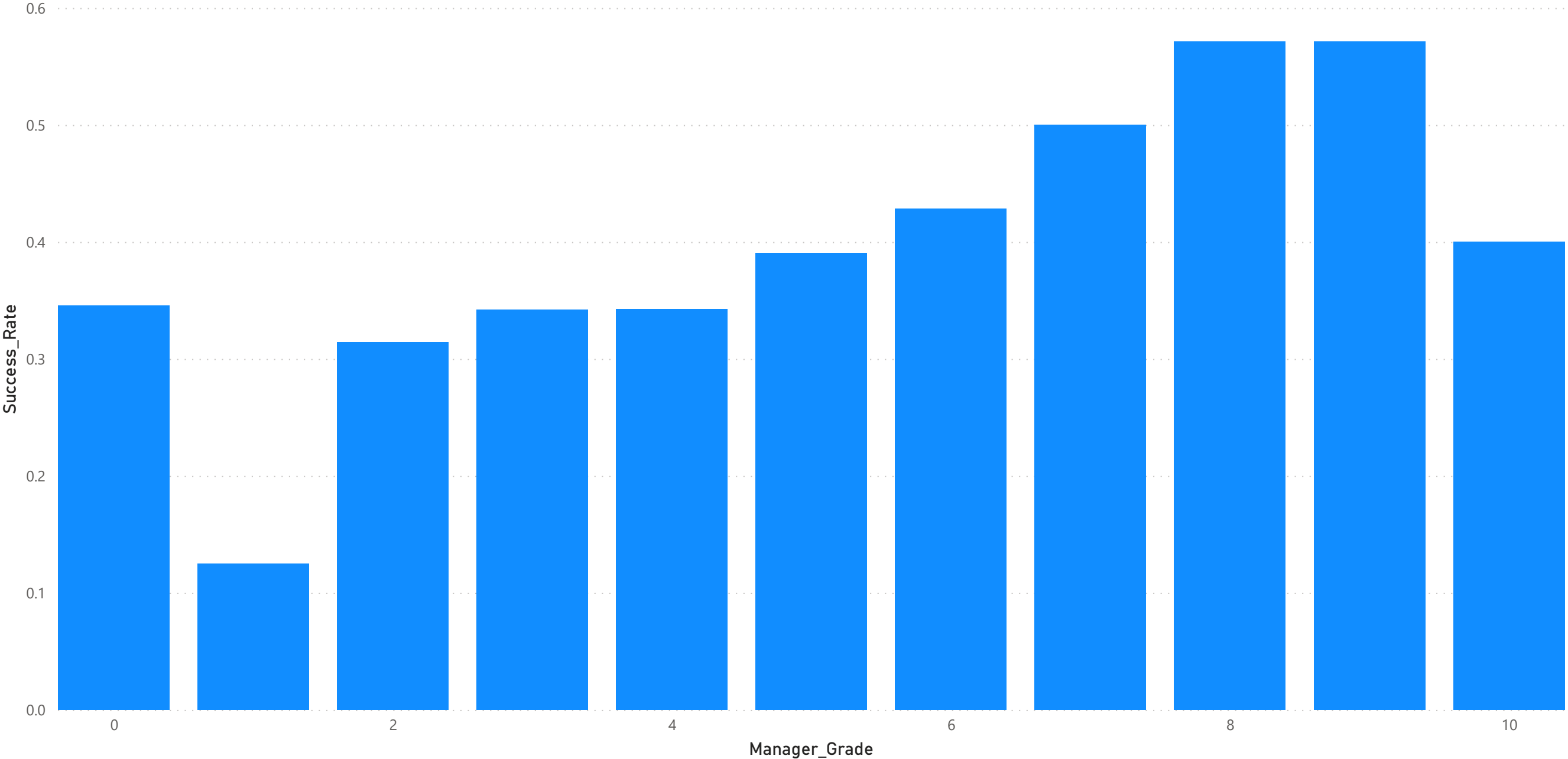
Further expanding on the idea that applicants who provided incomplete data show an indication of failure in bringing resultant business for FinMan.

Furthermore, self-employed applicants also share a minimal success rate where as students are the highest likely to produce successful returns.

Total applicants who didn't reveal their qualification

86

Success_Rate by Manager_Grade



It's noticeable that the higher grade managers have a better applicant success rate than lower grade managers.

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Success_Rate

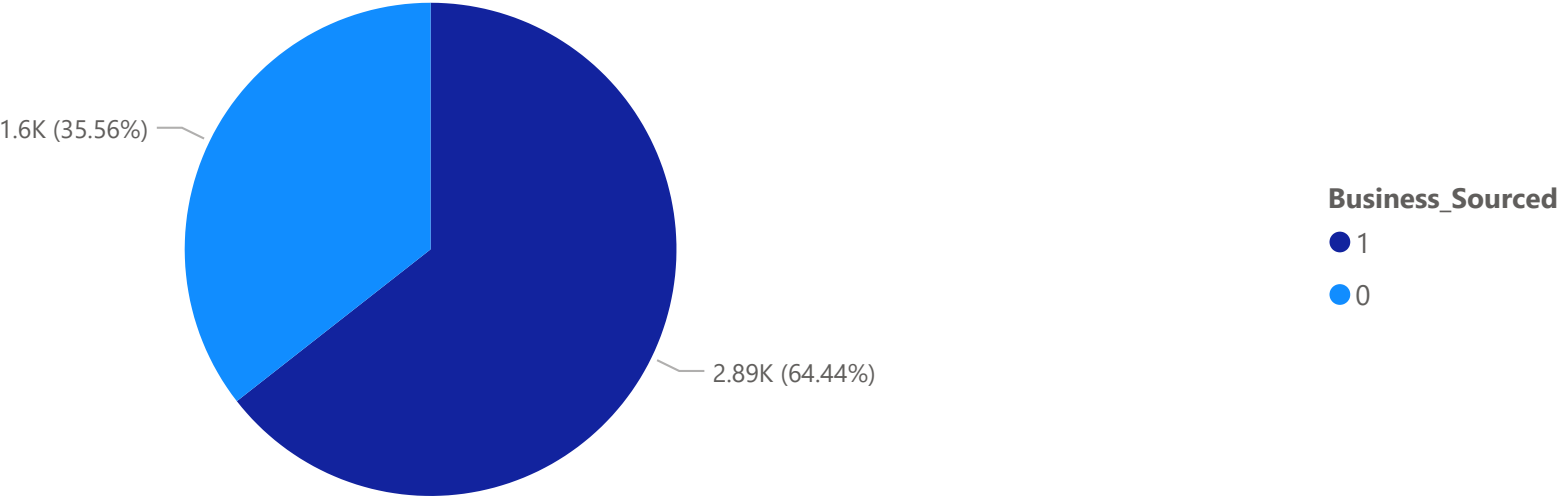
Potential of Bottom 50% Daily Early Applicants

0.07
Success_Rate

Potential of Top 50% Daily Early Applicants

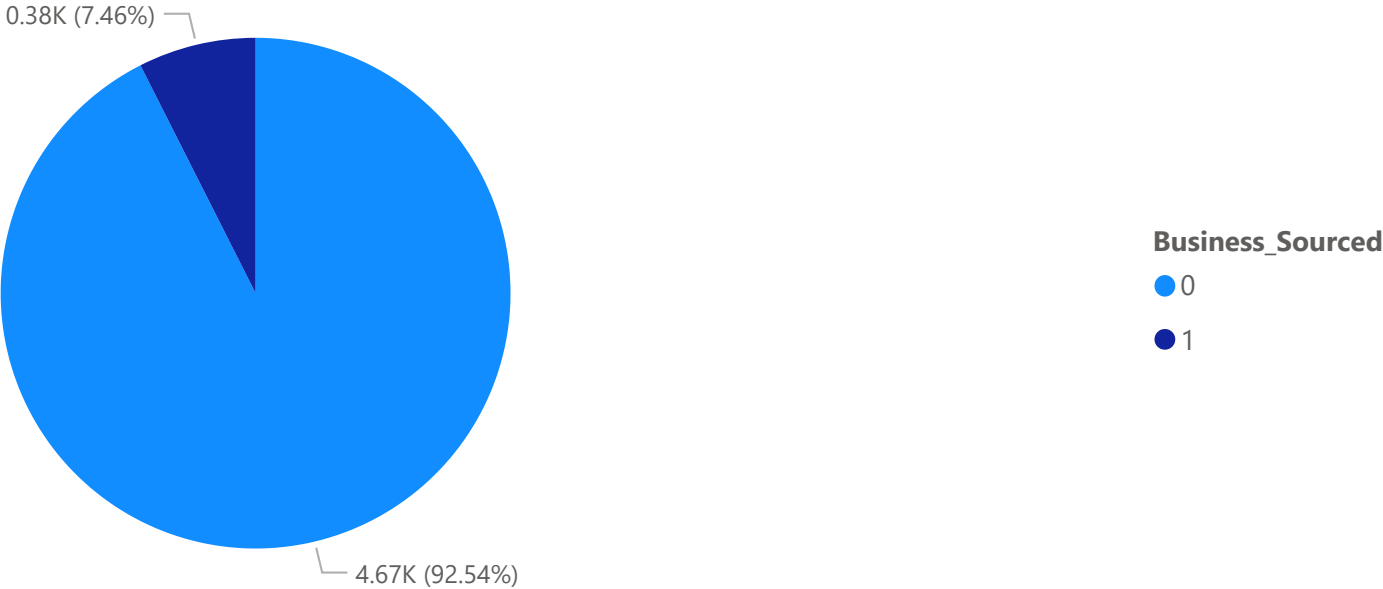
0.64
Success_Rate

Success Share of the First 50% Applicants Every Day

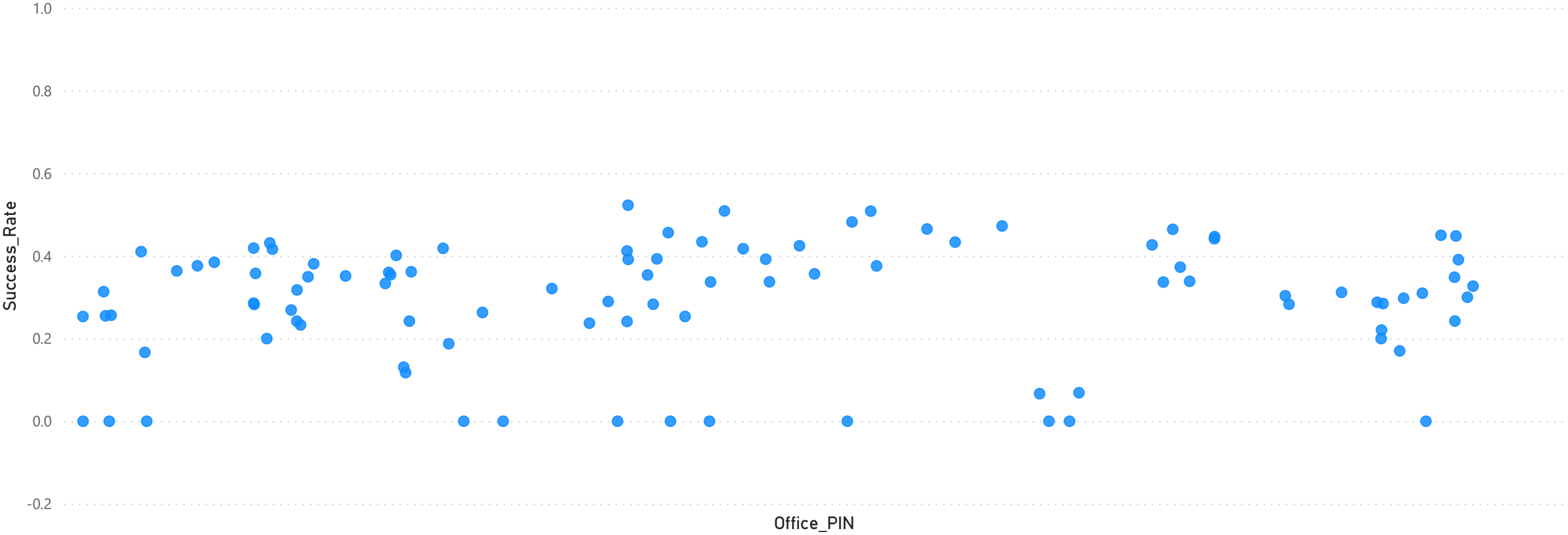


The ratio of successful applicants drastically shifts for the later applicants of every day.

Success Share of the Last 50% Applicants Every Day



Success Rate of Each Office



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The Office PIN provides very minimal addition to the known data. The overall success rate of the applicants is 0.34. Each Office_PIN hovers around the 0.35 interval with very little differences. This makes the location of an office irrelevant to the success of the applicant.

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