

## **Observations from the dashboard**

- Total clients are 40 thousand.
- 2.57 is the average number of contacts performed during this campaign, clients who have subscribe have less average number of contact compare to clients who have not subscribed
- Clients who have admin jobs have the highest number of subscription and housemaid have the least subscription.
- Married people tend to have the highest number of subscription while divorced people have the least deposit subscription.
- Clients who have personal loan have very less chances of subscribing while the clients who don't have any personal loan have high chances of subscribing the term deposit.
- 63.7% clients have been contacted using cellular communication.
- The age varies between 17 to 98.
- Most number of clients have been contacted in the month of may while in december least clients were contacted.