



Transforming the Talent Game: **An Insurance Success Story**

A Study in Smart Selection

Eleserv Talent Solutions is committed to enhancing business outcomes through expert talent management. We've helped countless organizations succeed through significantly increased revenue and savings, thanks to the PXT Select assessment tool.

Recognized
as one of the
**Top 10
Assessment
Consulting
Services**
by HRTech Outlook

The Retention & Sales Quandary

A Midwestern insurance company found itself faced with two critical challenges: poor agent retention rates and stagnant sales growth. Given that a bad hire could cost upwards of 30% of a \$100,000 annual salary, they needed an immediate, reliable solution.

The PXT Assessment Solution

Eleserv Talent Solutions stepped in to implement the PXT Select assessment in the client's hiring process. By building a benchmark based on the scores of top-performing agents, we provided actionable insights that allowed the company to spot potential red flags and find new hires better fit with the organizational culture.

The Significant Impact

Within a year of consistent application of the PXT assessment, agent retention shot up by 11%. Even more impressively, sales surged almost 20% compared to the previous year. By avoiding the cost associated with just ten bad hires, the client saved their bottom line by an estimated \$300,000.

Achieve a workforce that's not just present, but **profoundly productive.**
Contact Eleserv Talent Solutions.