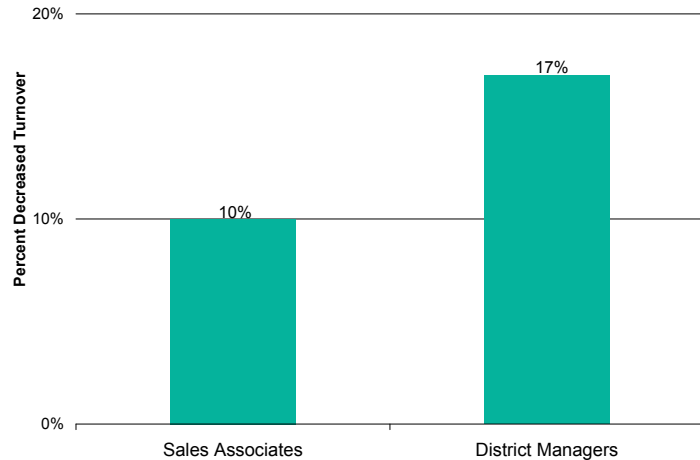


By using Talent Plus' scientifically based selection tools when hiring sales associates and district managers, a client partner experienced significant changes in turnover in their first fiscal year. Prior to the use of Talent Plus' Quality Selection Process[®] (QSP[®]), turnover was 66.3 percent – a considerable number considering the costs of recruiting, training and lost time associated with turnover.

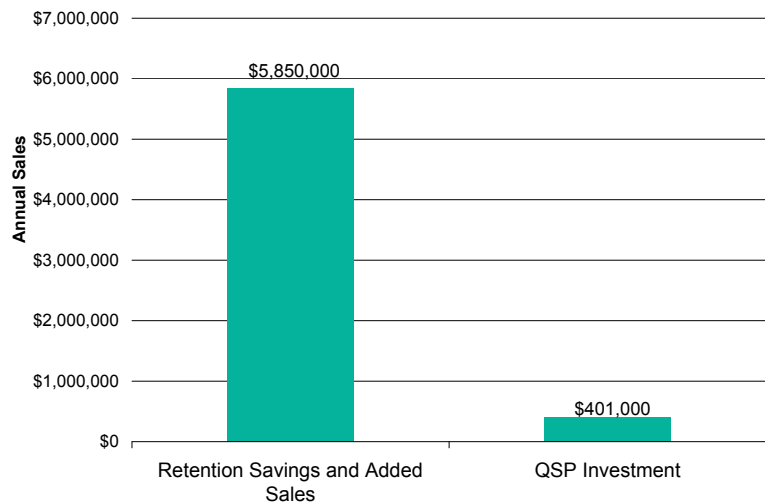
DECREASED TURNOVER

Sales associate turnover was reduced by 10 percent (this led to 1,000 less hires than the previous year) and district manager turnover decreased by 17 percent (20 less hires than the previous year).



INVESTMENT

Taking into consideration the cost of training each sales associate and district manager (totaling approximately \$850,000), plus the increased sales impact resulting from hiring and retaining high-quality, talented associates (approximately \$5,000,000), this client partner experienced a gain of over \$5.8 million in just one fiscal year.



This client partner's \$401,000 investment in Talent Plus services resulted in a \$5.8 million return – nearly 14 times their original investment.

$$\text{ROI Calculation: } (\$5,850,000 - \$401,000) / \$401,000 = 1,359\%$$

Historically, Talent Plus has found that the longevity of its client partnerships exponentially increases their return on investment each year and the results are more significantly sustained.