

# Transparent Financial

A low-angle, upward-looking perspective of several modern skyscrapers with glass facades. The buildings are arranged in a way that creates a sense of height and architectural complexity. The sky is a clear, light blue. The overall aesthetic is professional and corporate.

Q1 good news from the #1  
agency in the Nation.

[www.transparentfinancialinc.com](http://www.transparentfinancialinc.com)

Presented By : Justin Ellingson



# ANNUAL AWARD CLUBS

AGENCY OWNERS

Be one the top 10 Agency Owners to qualify for the Annual Awards Meeting in Puerto Rico.

- Must have growth in NAP and Submits
- See 2022 Incentive Book for complete details

## CHAIRMAN'S CLUB

TOP 1

1. The Ellingson Agency..... \$4,631,059

## PRESIDENT'S CLUB

2-3

2. The Santos Agency..... \$1,462,625

3. The Rogers Agency ..... \$1,166,593

## ACHIEVER'S CLUB

4-10

4. The McGrew Agency..... \$953,369

5. The Schnieder Agency..... \$842,926

6. The Arndt Agency ..... \$814,574

7. The Davenport Agency..... \$683,250

8. The Jordan Agency..... \$633,107

9. The Ross Agency..... \$420,644

10. The Baker Agency ..... \$349,424

# Good News

## Q1 NAP

**\$4,347,237**  
BEST Quarter  
(so far)  
78% Growth

## New Hires

60

## New Hires sourced by HCs

31 - 51% of the  
total

## QS Earners

33 Transparent QS  
earners, 17 were  
sourced by HC's.  
(51%)

# Good News

## Q1 Trip

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39 Winners

## I DARE YOU

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- 21 Sales Professionals
- 6 Agency Builders
- Dillon Buck & Nichole Rieck earned both

## FHD Growth

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- UP 20% after having their best year (so far).



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# Be A Part Of A Record Breaking Year



**\$20 MILLION NAP**  
**20,000 Families Protected**  
**372 New Hires**

# How & Why Set Goals

## Harvard Business Study

- 84% of the entire class had set no goals at all
- 13% of the class had set written goals but had no concrete plans
- 3% of the class had both written goals and concrete plans

## Results

- The 13% that had written goals, but no plan made twice as much as the 84% with no goals.
- The 3% with written goals and a plan were making 10Xs more than the rest.
- If you want to hit your goals in life, write them down & make a concrete plan.



# How To Set Goals & Where To Track Them.

- We can plan out our weeks in the Transparent Legacy Stats Site.
- Track your stats over time with the reports feature. Examples to follow.



# Examples: the more information tracked, the better.

	Recruiting Hours	Screening Interviews	Video Links Sent	Questionnaires Received	Second Interviews Scheduled	Second Interviews Completed	Final Interviews Scheduled	Final Interviews Completed	Hires	Resumes Received
January	0	0	0	0	0	0	0	0	0	0
February	0	0	0	0	0	0	0	0	0	0
March	75.75	185	167	0	0	0	0	0	0	0
Q1 Totals	75.75	185	167	0	0	0	0	0	0	0
April	61.5	172	126	0	0	0	0	0	0	0
May	55.25	130	99	0	0	0	0	0	0	0
June	86.75	215	176	0	0	0	0	0	0	0
Q2 Totals	203.5	517	401	0	0	0	0	0	0	0
July	69	163	134	0	0	0	0	0	0	0
August	71.25	164	134	0	0	0	0	0	0	0
September	94	208	168	0	0	0	0	0	0	0
Q3 Totals	234.25	535	436	0	0	0	0	0	0	0
October	71.25	168	120	0	0	0	0	0	0	0
November	103.75	233	184	0	7	0	0	0	0	0
December	62.75	120	99	0	15	2	2	0	0	0
Q4 Totals	237.75	521	403	0	22	2	2	0	0	0
YTD TOTALS	751.25	1758	1407	0	22	2	2	0	0	0

Here we can only tell how many dials it takes for them to send one link or how many links sent to schedule a second/final interview.



	Recruiting Hours	Screening Interviews	Video Links Sent	Questionnaires Received	Second Interviews Scheduled	Second Interviews Completed	Final Interviews Scheduled	Final Interviews Completed	Hires	Resumes Received
January	35	109	90	18	0	0	0	0	0	0
February	117.6	221	191	50	0	0	0	0	0	0
March	115.95	177	151	33	15	4	3	0	0	0
Q1 Totals	268.55	507	432	101	15	4	3	0	0	0
April	66	72	58	7	14	0	2	0	0	0
May	73	63	54	9	17	0	4	0	0	0
June	82.5	94	89	15	19	0	7	0	0	0
Q2 Totals	221.5	229	201	31	50	0	13	0	0	0
July	72	65	54	7	12	0	0	0	0	0
August	56.3	52	42	8	17	0	2	0	0	0
September	97.5	80	67	15	20	0	6	0	0	0
Q3 Totals	225.8	197	163	30	49	0	8	0	0	0
October	68	49	41	9	21	0	7	0	0	0
November	86.45	70	60	16	19	0	9	0	0	0
December	67.6	69	55	13	17	7	7	1	0	0
Q4 Totals	222.05	188	156	38	57	7	23	1	0	0
YTD TOTALS	937.9	1121	952	200	171	11	47	1	0	0

Now we can see how many links need to be sent for one questionnaire to be received.

	Recruiting Hours	Screening Interviews	Video Links Sent	Questionnaires Received	Second Interviews Scheduled	Second Interviews Completed	Final Interviews Scheduled	Final Interviews Completed	Hires	Resumes Received
January	80.25	163	130	0	22	0	0	0	0	0
February	108.75	226	181	30	30	2	0	0	6	0
March	122.5	248	191	38	45	3	0	0	7	0
Q1 Totals	311.5	637	502	68	97	5	0	0	13	0
April	44	93	85	24	16	0	0	0	4	0
May	0	0	0	0	0	0	0	0	0	0
June	0	0	0	0	0	0	0	0	0	0
Q2 Totals	44	93	85	24	16	0	0	0	4	0
July	0	0	0	0	0	0	0	0	0	0
August	0	0	0	0	0	0	0	0	0	0
September	0	0	0	0	0	0	0	0	0	0
Q3 Totals	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	0	0	0
November	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0
Q4 Totals	0	0	0	0	0	0	0	0	0	0
YTD TOTALS	355.5	730	587	92	113	5	0	0	17	0

Now, we can see how many questionnaires need to be received, how many second/final interviews need to be run in order for their to be ONE hire.



	Recruiting Hours	Screening Interviews	Video Links Sent	Questionnaires Received	Second Interviews Scheduled	Second Interviews Completed	Final Interviews Scheduled	Final Interviews Completed	Hires	Resumes Received
January	0	0	0	0	0	0	0	0	0	0
February	6.5	16	11	0	0	0	0	0	0	0
March	6	18	14	0	0	0	0	0	0	0
Q1 Totals	12.5	34	25	0	0	0	0	0	0	0
April	2	3	2	0	0	0	0	0	0	0
May	5.5	14	12	0	0	0	0	0	0	0
June	0	0	0	0	0	0	0	0	0	0
Q2 Totals	7.5	17	14	0	0	0	0	0	0	0
July	9.95	28	27	0	0	0	0	0	0	0
August	22.5	70	61	0	0	0	0	0	0	0
September	60	162	146	0	0	0	0	0	0	0
Q3 Totals	92.45	260	234	0	0	0	0	0	0	0
October	68.5	177	156	0	0	0	0	0	0	0
November	84	212	186	39	9	0	0	0	0	0
December	98.2	223	203	81	40	0	0	0	0	0
Q4 Totals	250.7	612	545	120	49	0	0	0	0	0
YTD TOTALS	363.15	923	818	120	49	0	0	0	0	0

And you can track your progress... this person went from 4.7 to 2.5 links sent to receive one questionnaire.

# Get excited about hitting goals

- Daily Goal Cards
- Incentives - email ideas.
- Voxer - share good news ONLY. A place to lift each other up.
- Quarterly Bonuses

