

# 2020 Connected Big Rocks

BIG ROCK 1

BIG ROCK 2

BIG ROCK 3

BIG ROCK 4

BIG ROCK 5

COMPARISON ▼

DATE ▼

OFFICE ▼

## KEY RESULTS

★ Maximize Efficiency by Focusing on Most Winnable Business



1,111 ▲ +45%

### Key Result 1

Reduce Time to Sub



2,222 ▼ -19%

### Key Result 2

Increase Fill Ratio



3,333 ▲ +22%

### Key Result 3

Increase Starts per Producer

### KR1: Reduce Time to Sub

KR2: Increase Fill Ratio

KR3: Increase Starts per Producer

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## FULLILLMENT OPTIMIZATION

### ● Fulfillment Optimization

- Talent Attraction
- Service & Engagement
- Talent Predictions & Recommendations
- Pipeline & Outreach Management

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## FULLILLMENT OPTIMIZATION

FILL RATIO

1,111



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▲ +45%

DURATION

2,222

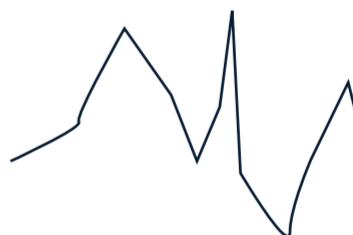


Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed diam

▼ -19%

SPREAD

3,333



Lorem ipsum dolor sit amet, conse adipiscing elit, sed diam nonunibh

▲ +22%

OPTION 1 ▼

OPTION 2 ▼

OPTION 3 ▼

OPTION 4 ▼

OPTION 5 ▼

OPTION 6 ▼

OPTION 7 ▼

OPTION 8 ▼