# LOMA EAsy Retention Index Battlecard

## Product Overview

- The EAsy Retention Index uses the science of predictive analytics to measure whether job candidates have the necessary skills and traits to be successful in the job you're hiring for.
- Access valuable insights on your applicant's work preferences, personality attributes, and personal history in minutes.
- The Retention Index has helped our clients boost employee engagement and reduce turnover by 50%.
- Quick, accurate, and proven.

## Pricing

- $18/assessment

## Key Features/Top Skills Identified

- Work preferences
- Behavior and personality attributes
- Personal history

## Ideal Customer

- HR folks or head of business lines in the underwriting, claims, customer service, insurance hiring fields

## Pain Points of Customer

- Companies can lose money spending time hiring the right person, and/or lose money hiring the wrong person for the position.
- How do you know if a candidate has the right fit for the job and your company's culture?

## Overcoming Objections

- **Our hiring process is thorough enough to decide who would succeed in each role.**
    - The Retention Index measures key factors to assess a candidate's risk of early turnover.
- **We don't have the budget for this product.**
    - We realize there is a cost factor involved with using assessments; however, there is a cost benefit to not having to replace employees who were not right for the job.
- **We are happy with another assessment product.**
    - LOMA is the only product on the market specific to the insurance & financial services industry. Our products are custom-made for your industry concerns.

## FAQs

- How is this administered?
    - The EAsy Retention Index can be administered on a mobile device, tablet, or laptop.
- How long does the assessment take?
    - The EAsy Retention Index takes about 10 minutes to complete.

## Additional Resources

- Retention Index Web Page

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