



WHAT'S THE SALES & LEADERSHIP CAREER PROFILE QUESTIONNAIRE?

One of the first steps along the path to becoming a State Farm independent contractor agent is taking the Sales & Leadership Career Profile (SLCP) questionnaire.

The SLCP questionnaire was designed by LIMRA International to help predict an individual's probability of success in a sales-focused and business leadership branch of the insurance and financial services industry.

The answers provided are processed by LIMRA International, compared with answers from a large pool of successful State Farm agents and are returned to State Farm as a rating. Acceptable ratings will indicate a better-than-average chance for success. Of course, an unacceptable rating indicates a lower chance for success. The results do not, however, indicate your chances for success in any other career choice.

By completing the SLCP, you are describing yourself. Each candidate is unique and every person's answers will vary, so be sure to answer the questions honestly.

The Sales & Leadership Career Profile is a hybrid screening tool designed to predict the likelihood of success in an insurance sales production and business leadership career. The assessment considers the following about you:

- Background
- Current Situation
- Financial Situation
- Recruiting experience
- Work preferences, goals, and motivations
- Familiarity with the career
- Energy
- Business Leadership aptitude

The questionnaire is not timed and will be administered by computer, proctored or unproctored. Any condition or circumstance that might affect your ability to complete this questionnaire should be reported to State Farm prior to testing. Once such a request has been made, please be prepared to provide verification of your need for accommodation.

Unauthorized exposure to actual questionnaires prior to responding to the questionnaire will automatically disqualify the applicant from employment consideration.