THE RIGHT-FIT ADVISOR CRITERIA

SITUATION

RIGHT-FIT SITUATION	SUCCESS CRITERIA
IN THE SPACE BELOW, DESCRIBE THE VALUE AND PURPOSE OF CREATING STANDARDS FOR THE RIGHT-FIT ADVISOR.	IN THE SPACE BELOW, DETERMINE THE CRITERIA THAT YOU WANT TO BE USED TO SUCCESSFULLY IDENTIFY A RIGHT-FIT ADVISOR
	◈
	◈
	◈
WHY IS THIS SO IMPORTANT TO YOU?	◈
	◈
	◈
WHAT IS THE BEST POSSIBLE RESULT?	◈
	◈

CONTRASTING STORIES

A	BEST	
B	**WORST**	

THE RIGHT-FIT ADVISOR SCORING

RIGHT-FIT SITUATION

MINIMUM ACCEPTABLE SCORE

SUCCESS CRITERIA

									TOTAL
A									
B									

BEST SCORE	5	4	3	2	1	0	-1	WORST SCORE

NOTES

MUST DO'S

1)

2)

3)

4)

5)