

**The SkillSource Group, Inc.**  
Virginia Financial Services Network (VFSN)

	Dec '15-Jun '16	Jul '16-June '17	Jul '17	Aug '17	Sept '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Cumulative	Goals
<b>Provided Information on VFSN</b>	<b>666</b>	<b>429</b>	<b>9</b>	<b>10</b>	<b>12</b>	<b>28</b>	<b>23</b>	<b>22</b>	<b>55</b>	<b>59</b>	<b>58</b>	<b>45</b>	<b>33</b>		<b>1449</b>	
<i>Viewed VFSN Video</i>	209	429	9	10	12	28	23	22	55	59	58	45	33		992	
<i>Interested in VFSN</i>	100	142	4	4	4	7	6	5	7	10	14	11	11		325	
<b>Applied for VFSN</b>	<b>26</b>	<b>99</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>5</b>	<b>5</b>	<b>7</b>	<b>10</b>	<b>14</b>	<b>11</b>	<b>11</b>		<b>194</b>	<b>600</b>
<i>Treatment</i>	13	45	0	0	1	2	5	5	7	10	14	11	11		124	300
<i>Control</i>	13	44	1	1	0	0	0	0	0	0	0	0	0		59	300
<i>Veterans</i>	4	10	0	0	0	1	0	0	0	1	2	1	0		19	
<i>Receiving Financial Coaching</i>	15	57	0	1	1	3	5	5	7	10	14	11	11		140	
<i>Receiving WIOA Training</i>	4	50	2	1	0	2	2	1	1	0	8	1	1		73	
<b>Clients Exited</b>	<b>6</b>	<b>26</b>	<b>8</b>	<b>4</b>	<b>2</b>	<b>4</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>2</b>		<b>59</b>	
<i>Received Industry Credential</i>	2	5	2	1	0	2	1	2	1	1	0	1	2		20	190
<i>Entered Employment</i>	6	17	7	4	2	4	1	2	1	1	2	0	3		50	216
<i>Average Hourly Wage at Placement</i>	\$17	\$24	\$21	\$16	\$20	\$14	\$8	\$35	\$13	\$41	\$15	\$0	\$11		\$18	

**Client Demographics**

