

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

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Cumulative	Goals
<b>Provided Information on VFSN</b>	<b>195</b>	<b>183</b>	<b>77</b>	<b>19</b>	<b>26</b>	<b>72</b>	<b>94</b>	<b>41</b>	<b>39</b>	<b>51</b>	<b>54</b>	<b>32</b>		<b>883</b>	
<i>Viewed VFSN Video</i>	22	13	49	17	26	32	50	41	39	51	54	32		426	
<i>Interested in VFSN</i>	18	8	21	4	12	19	18	12	14	19	15	12		172	
<b>Applied for VFSN</b>	<b>3</b>	<b>0</b>	<b>2</b>	<b>9</b>	<b>2</b>	<b>0</b>	<b>10</b>	<b>9</b>	<b>7</b>	<b>7</b>	<b>9</b>	<b>13</b>		71	600
<i>Treatment</i>	1	0	1	5	1	0	5	5	3	3	5	3		32	300
<i>Control</i>	2	0	1	4	1	0	5	4	4	4	4	4		33	300
<i>Veterans</i>	1	0	3	0	0	0	0	0	0	0	0	4		8	
<i>Receiving Financial Coaching</i>	2	0	3	4	1	0	5	5	3	1	4	7		35	
<i>Receiving WIOA Training</i>	0	3	0	0	0	1	0	2	1	1	7	10		25	
<b>Clients Exited</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>3</b>	<b>0</b>	<b>0</b>		13	
<i>Received Industry Credential</i>	0	0	0	2	0	0	0	0	0	0	0	0		2	190
<i>Entered Employment</i>	0	1	0	4	0	0	1	0	0	3	0	0		9	216
<i>Average Hourly Wage at Placement</i>	\$0	\$24	\$0	\$13	\$0	\$14	\$17	n/a	n/a	\$30	n/a	n/a		\$17	

**Client Demographics**

