



Maureen Goetze

Office Representative

“The entire process makes wading through potential candidates EASY. We use the assessments to eliminate the ‘time wasters’. The entire process saves us weeks of time!”

Richard Morrett Insurance Agency

Case Study

Company Overview

- Dick Morrett has been a State Farm Agent in Lebanon, PA since 1970.
- He serves customers throughout Pennsylvania and has earned awards like the National Multiline Sales Award and the National Quality Award.
- With a small team of six, their agency is committed to making a big impact in their customers’ lives and within their communities.

Their Challenge

- While going strong for over forty years in the insurance world, it became clear that Dick’s team was spending too much time recruiting.
- Between sorting through resumes, proctoring assessments, and keeping up with candidate communication, their small business was spending 10-15 hours a week on hiring.
- This was a significant portion of time when team members could be focused on other priorities. Something had to change.

Our Solution

- The Richard Morrett Insurance Agency partnered with CareerPlug in 2013 and immediately received a return on their investment in the form of regained hours they had previously spent recruiting candidates.
- After partnering with CareerPlug **they reduced their weekly time spent hiring to just 2-4 hours—a 73% time savings—due to their new ability to manage the process in one centralized platform and use integrated personality assessments to identify top candidates.**
- The easy-to-use system and CareerPlug’s exceptional customer service turned the agency into loyal, lasting customers who proudly recommend CareerPlug’s products and service.



Learn more about how CareerPlug can help your business grow at: www.careerplug.com