

Survey Results

James [REDACTED] to: Brandon Rowell

11/28/2007 02:12 PM

History: This message has been forwarded.

Great job.

Again, as tied to my general note to all - the key is finding out what makes them tick. They (U/Ws and AMs) are really your most important clients. Just as [REDACTED] is different from [REDACTED], you need to gear your "sales pitch" to the individual in the NSC.

Overall - **great job. They want you to succeed and are looking to try and get you there.**



Rowell partnership 07_xls.zip

Jim [REDACTED]
MetLife Employee Benefits
Regional Director: Cleveland - Pittsburgh

[REDACTED]
[REDACTED]
[REDACTED]

FINRA Registered Representative
Metropolitan Life Insurance Company (MLIC), New York, NY 10166.
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This note sent via laptop.

Rowell, Brandon **7@Very satisfied** : Brandon has been a pleasure to work with so far. I've worked on several implementations with him and he is always there if we need assistance. He is becoming very knowledgeable of our products and is a quick learner.

Rowell, Brandon **7@Very satisfied** : Brandon is a good partner and very nice to work with. He is always upbeat and very pleasant.

Rowell, Brandon **7@Very satisfied** : Working with Brandon is great. He is fun to work with, and always keeps the mood light. I think he is learning a lot, and it is great that he is willing to defer to us if he is not certain of something.

Rowell, Brandon **5@Somewhat satisfied** : Brandon has made great strides since coming over from small market. He is starting to ask better questions and I feel that by this time next year he will be well on his way, especially once he becomes more comfortable with the newer

Rowell, Brandon **7@Very satisfied** : It is a pleasure to work with Brandon.

Rowell, Brandon **7@Very satisfied** : Brandon is a good partner also. He works to solve problems for the best of the customer and MetLife. He works collaboratively with service and UW.

Rowell, Brandon **7@Very satisfied** : Brandon is off to a great start as a AE in ML. He has successfully (and quickly) built relationships with his internal partners which will help ensure long term success. He demonstrates great people skills and a willingness to partner

Rowell, Brandon **7@Very satisfied** : Is responsive. Communicates clearly and effectively. Provides necessary and complete documents in a timely manner. Negotiates collaboratively. Demonstrates high quality work. Effectively partners with associates. Utilizes consultat

Rowell, Brandon **6@Satisfied** : reviews cases well and I have seen much improvement with his overall knowledge. Very nice to work with and a strong partner.

Rowell, Brandon **7@Very satisfied** : Brandon is really nice. I think Brandon has great people skills and partners well with the AMs.

Rowell, Brandon **6@Satisfied** : Brandon is a work in progress. He's made great strides in his knowledge. He is a pleasure to work with.

Rowell, Brandon **6@Satisfied** : Brandon is easy to work with. He follows through with the fine details.

Rowell, Brandon **4@Neutral** : Has room to grow. Displays great potential.

Rowell, Brandon **5@Somewhat satisfied** : Brandon is a strong supporter of the Act Mgers. Improving his communication approach and overall knowledge of our business will help to improve his overall relationships with both customers and the Act Mgers going forward.
