

Caseload Segmentation

Segmenting your caseload is a great way to apply focus to those clients that would most benefit from your assistance and are most likely to achieve outcome for you.

Instructions

In the table below, rank your top 20 job seekers by **Motivation**, **Compliance** and **Marketability**. For each, add up their 3 ranking positions to give them a score between 3 and 60. For the next 2-4 weeks, focus heavily on engaging and working with clients who score 20 or below.

Rank	Motivation	Compliance	Marketability
1			
2			
3			
4			
5			
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11			
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20			