

Results Charts

SOA Market Opportunities Research

June 2002

Chart 1

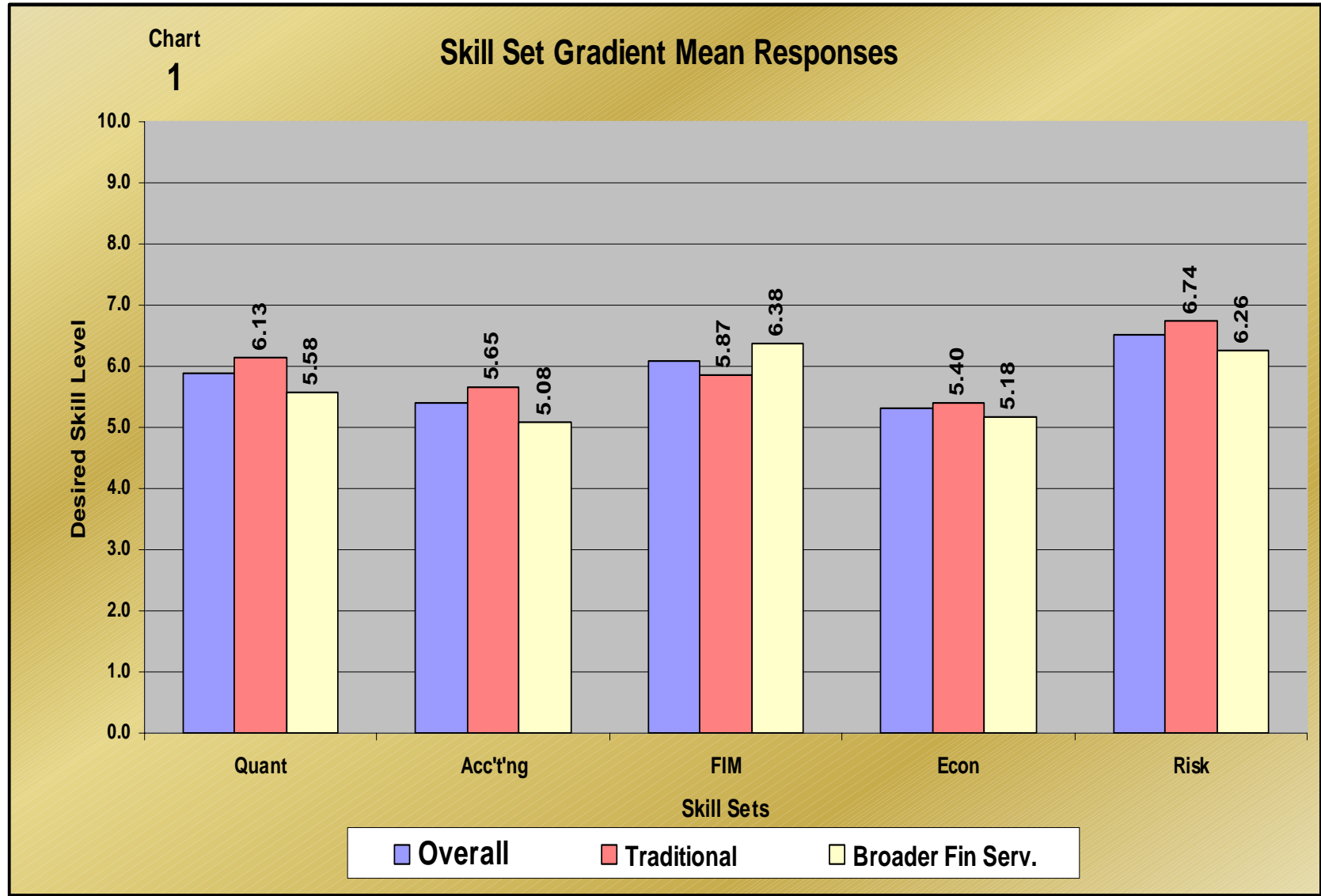


Chart 2

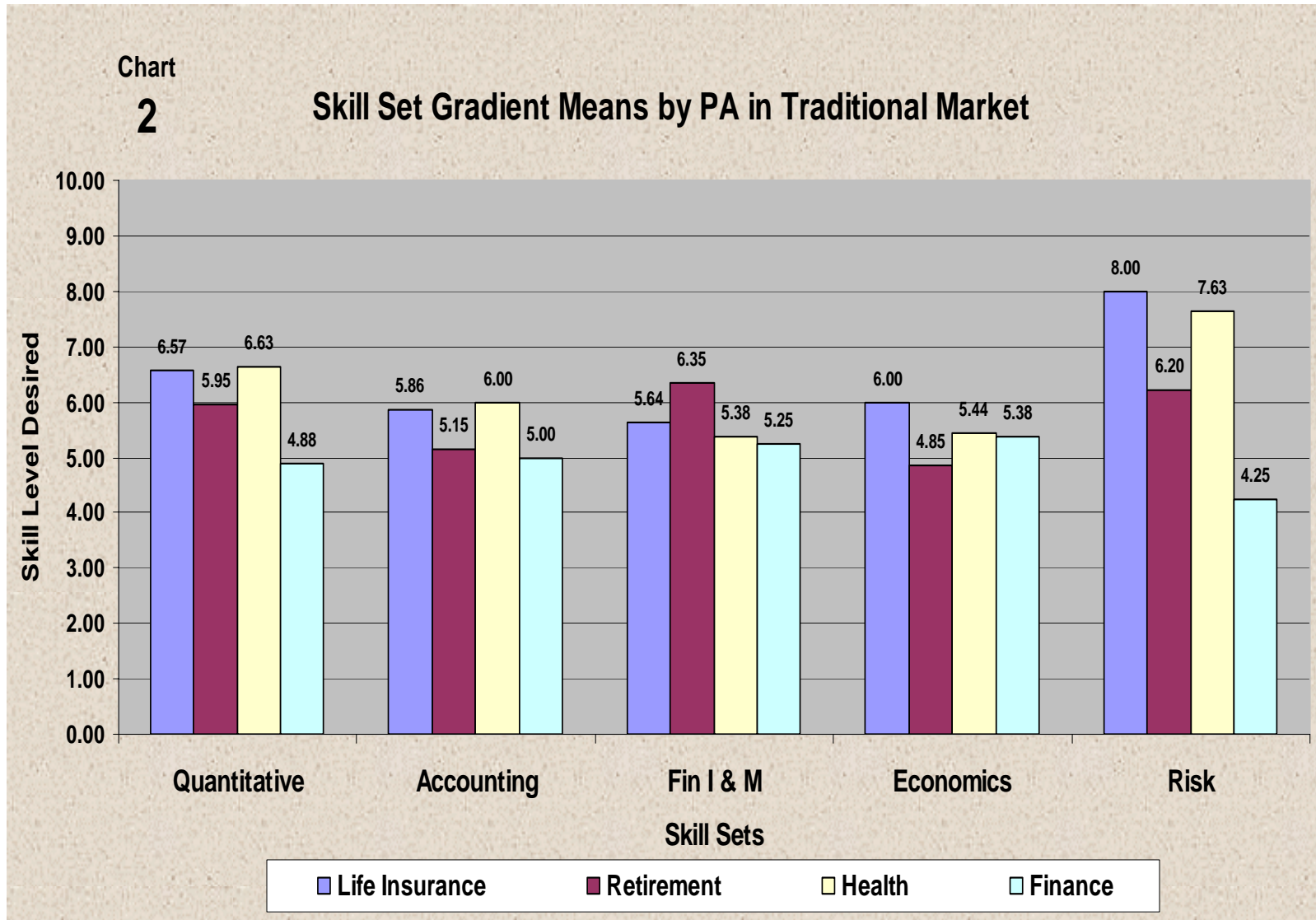


Chart 3

Chart 3

Skill Set Gradient Means by Broader Financial Services Market Segment

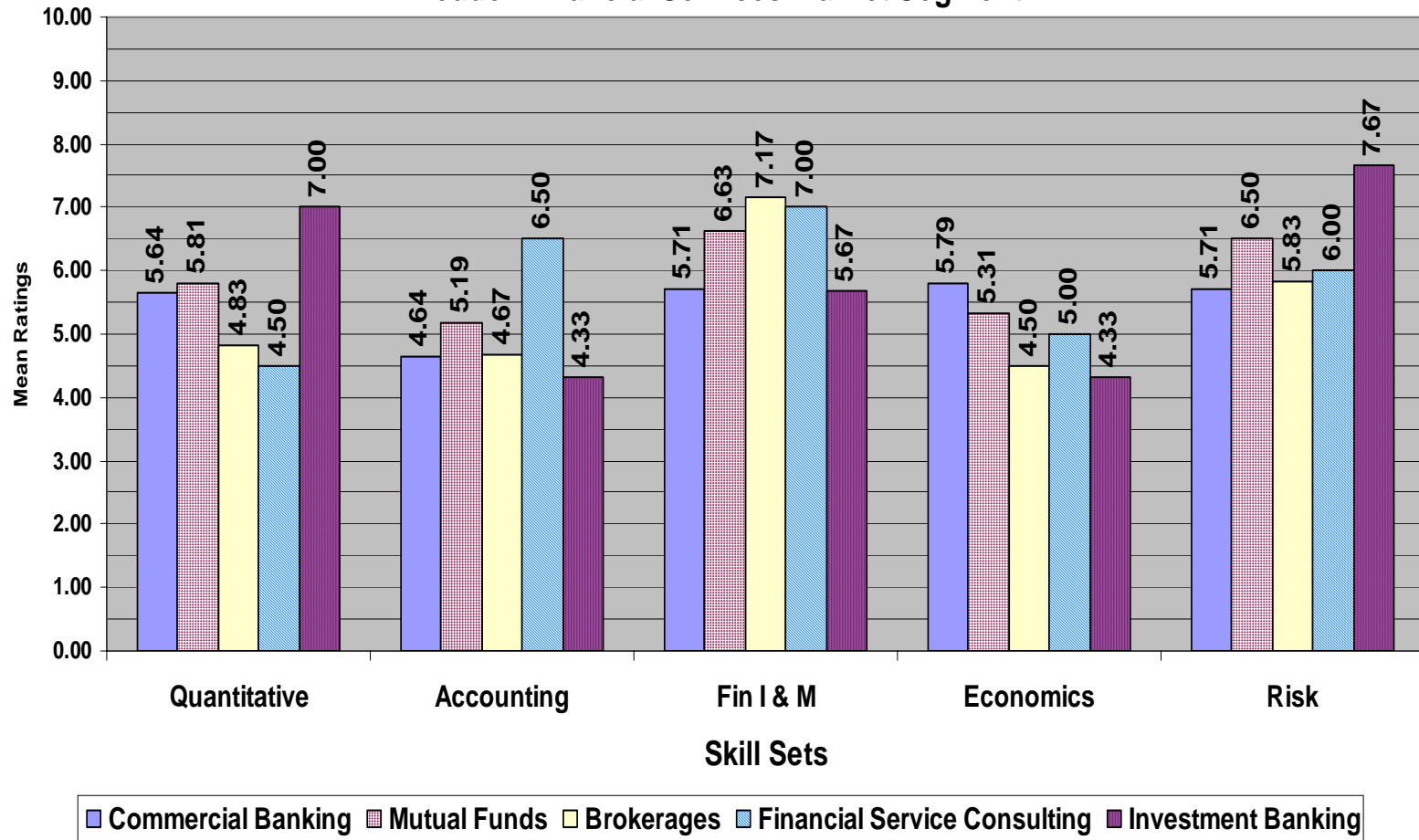


Chart 4

Chart
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Skill Set Gradients Comparison Marketplace vs. Credentials

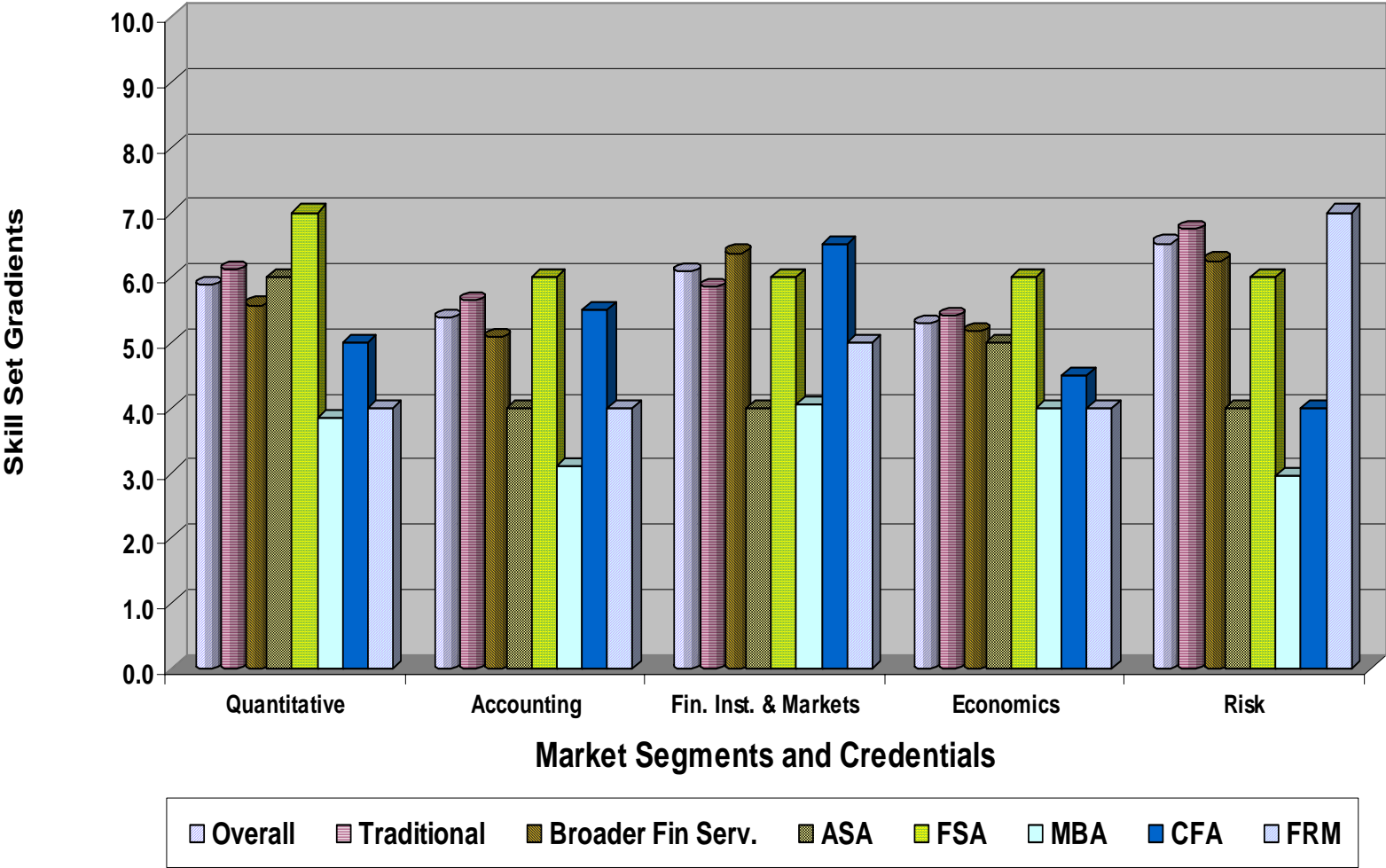


Chart 5

Chart
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Relative Importance of Skill Sets Overall

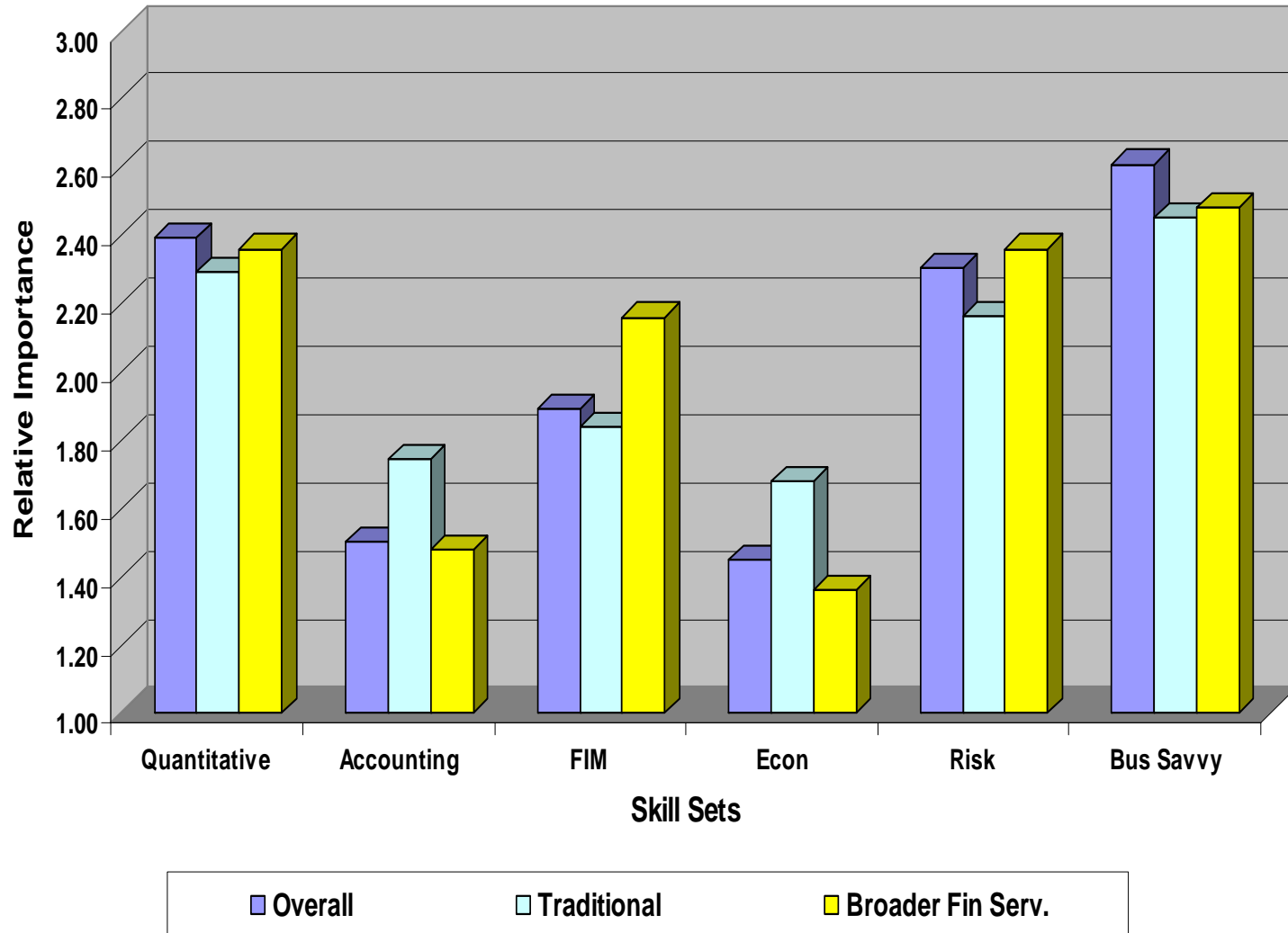


Chart 6

Chart
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Relative Importance of All Six Skill Sets by
PA in Traditional Market

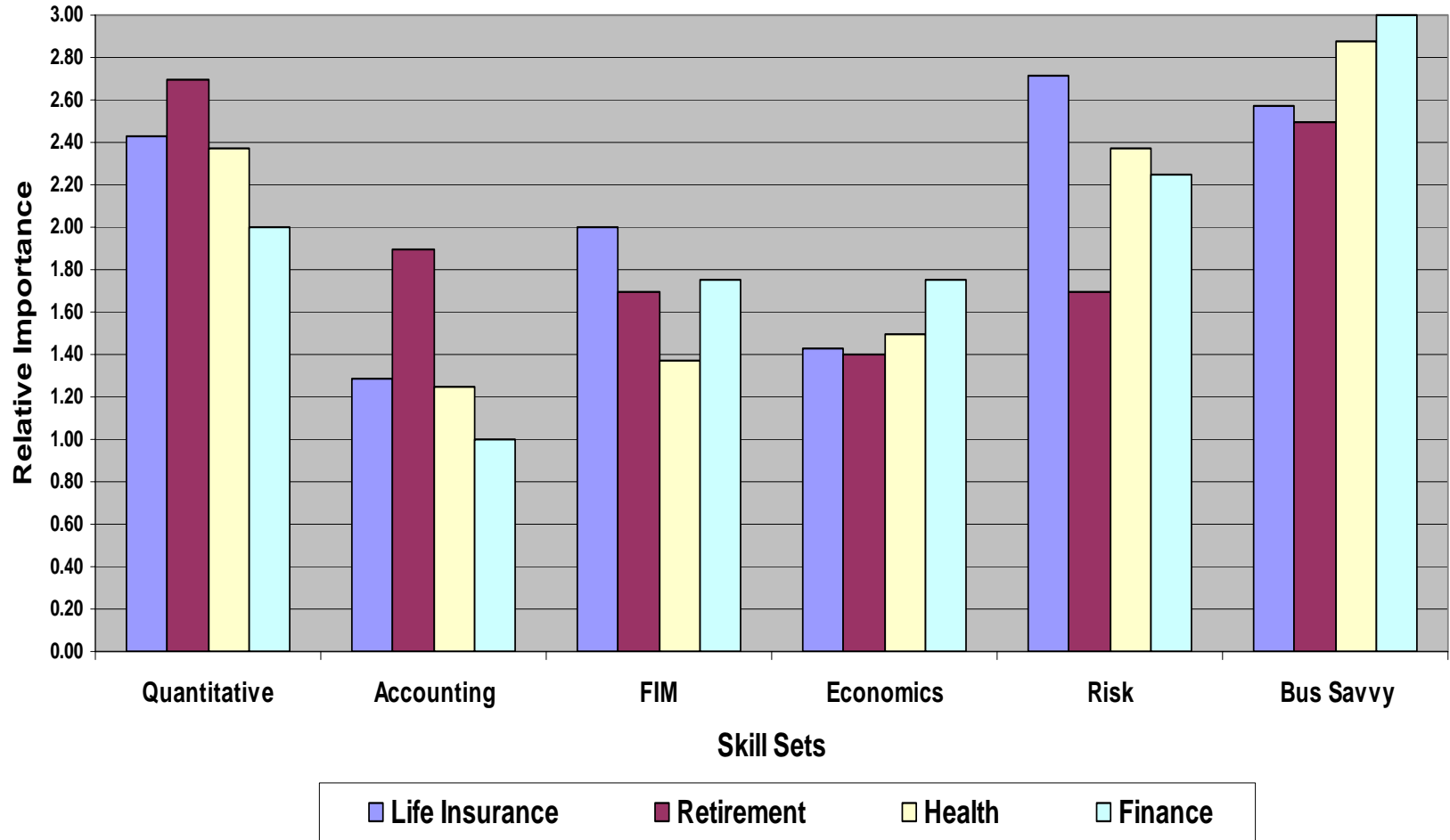


Chart
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Chart 7

Relative Importance Business Savvy Skills by Broader Financial Services Market Segments

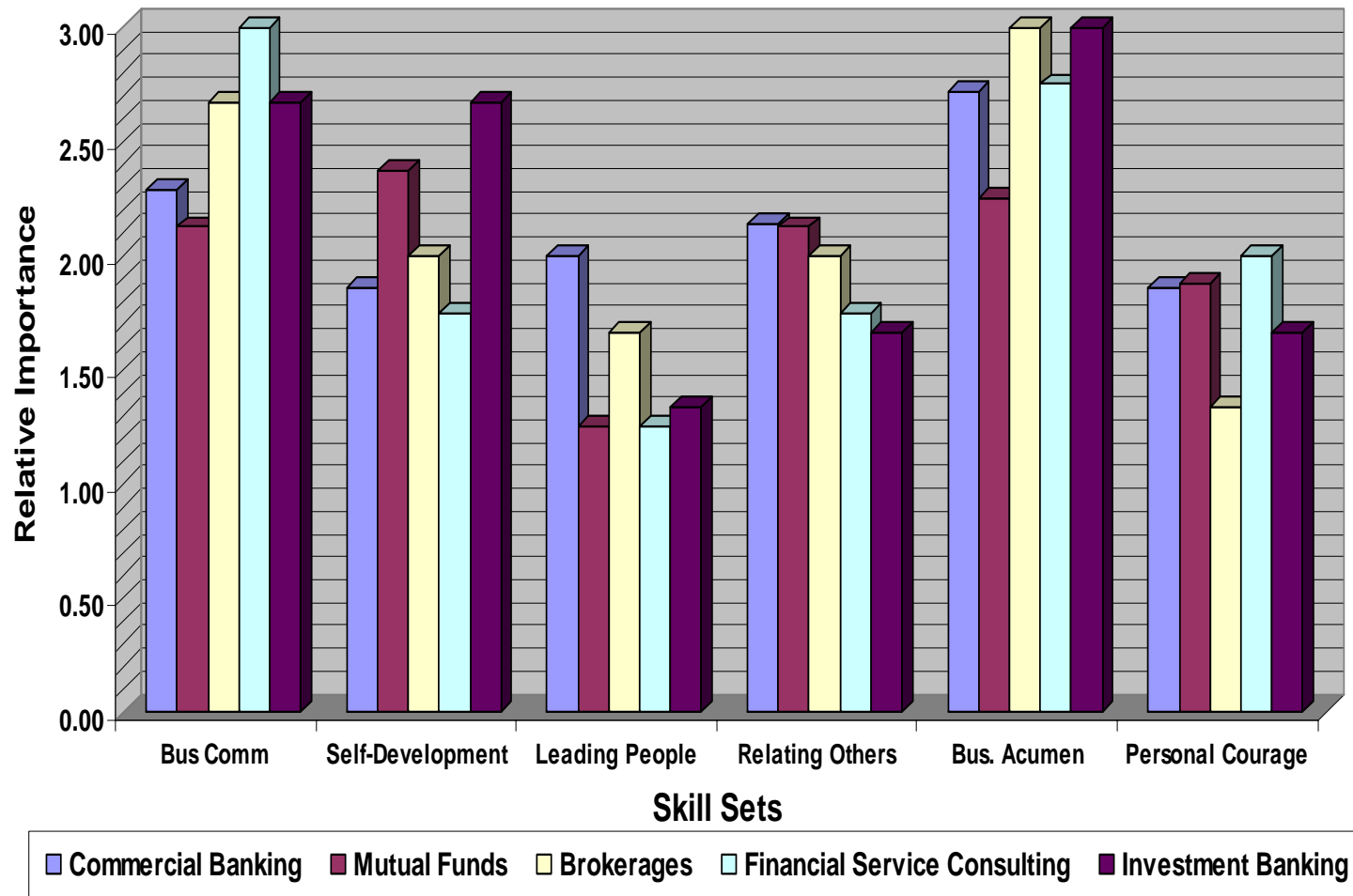
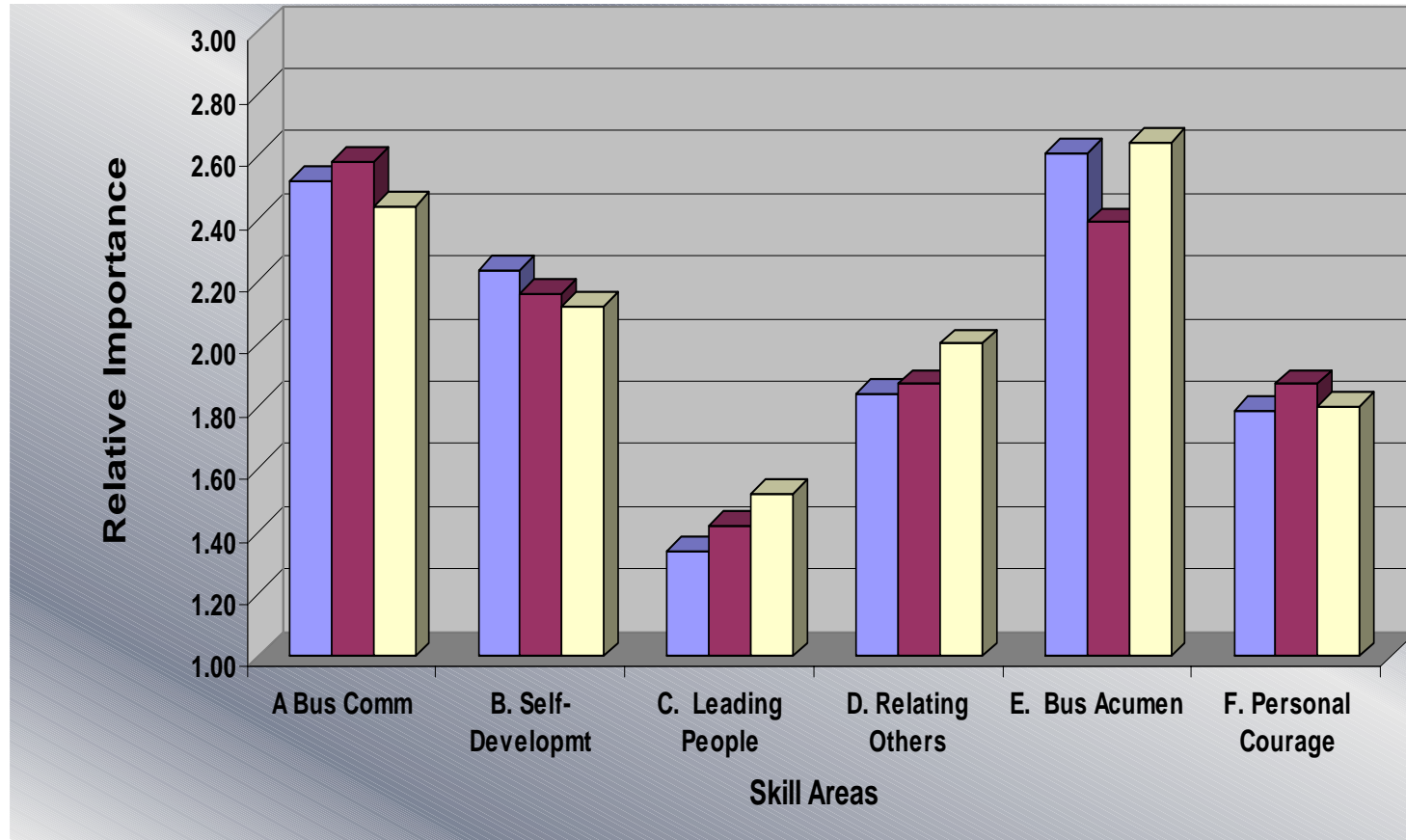


Chart 8

Chart
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Relative Importance of Business Savvy Skills



Overall Traditional Broader Fin Serv.

Chart 9

Chart
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Importance Bus Saavy Skill Sets by PA in Traditional Market

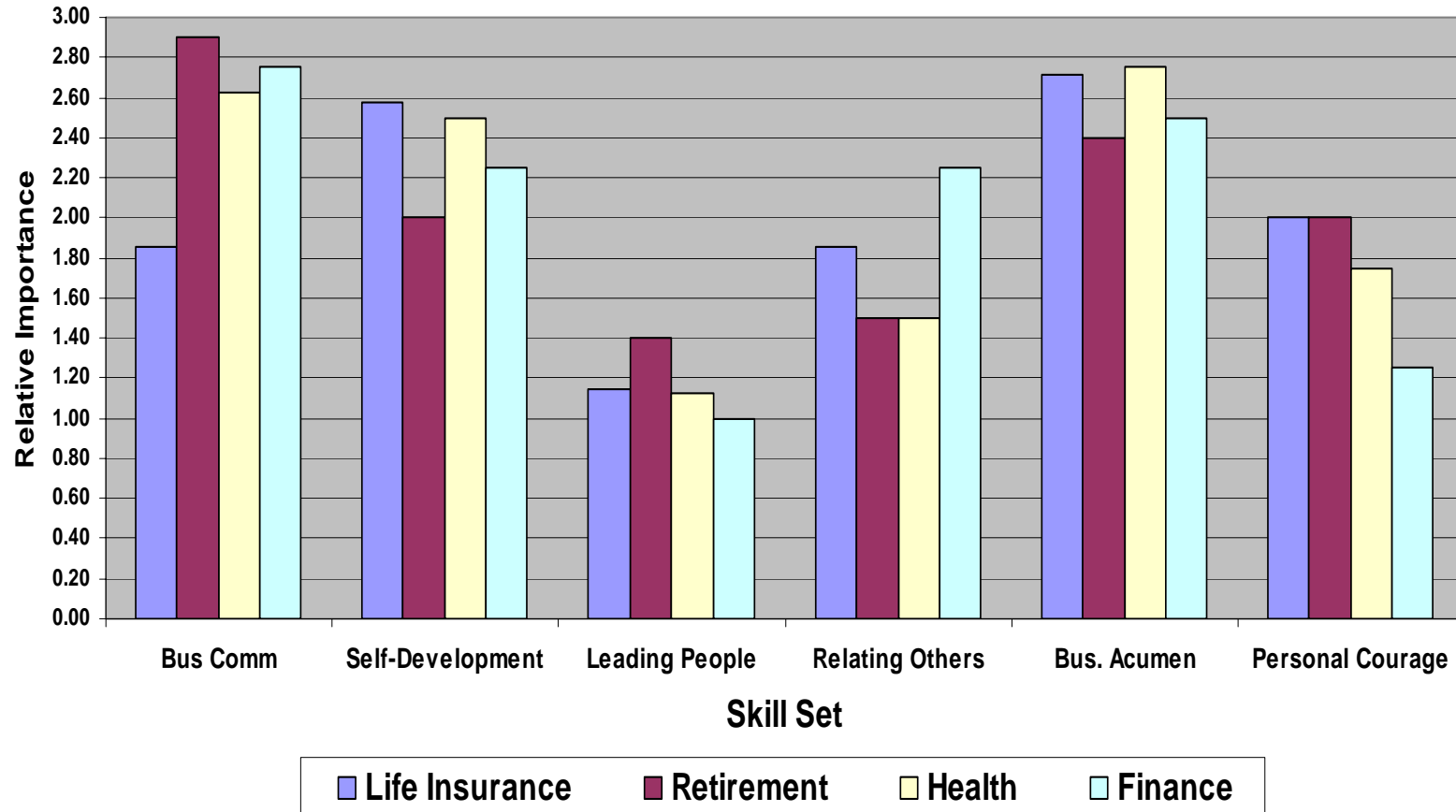


Chart 10

Chart
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Relative Importance Skill Sets by Broader Market Segment

