

**Virginia Insurance - Life and Annuities & Health  
First Time Test Taker Performance by School  
June 1, 2020 - May 31, 2021**

<b>School Name: Kaplan Professional Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
332	255	77%	77	23%

<b>School Name: A.D. Banker &amp; Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
172	112	65%	60	35%

<b>School Name: Exam FX (2080)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
1,306	761	58%	545	42%

<b>School Name: XCEL Testing Solutions</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
1,357	688	51%	669	49%

<b>School Name: America's Professor</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
112	62	55%	50	45%

<b>School Name: CAPE Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
46	16	35%	30	65%

<b>School Name: Financial Academy</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
79	53	67%	26	33%

<b>School Name: Independent Insurance Agents of Virginia</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
10	3	30%	7	70%

<b>School Name: PreLicense.com, A Service of WebCE</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
43	26	60%	17	40%

<b>School Name: Primerica Life Insurance Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
21	7	33%	14	67%

<b>School Name: Securities Training Corporation</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
43	38	88%	5	12%

<b>School Name: No Pre-licensing School Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
160	65	41%	95	59%

**Virginia Insurance - Health  
First Time Test Taker Performance by School  
June 1, 2020 - May 31, 2021**

<b>School Name: No Pre-licensing School Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
41	19	46%	22	54%

<b>School Name: PreLicense.com, A Service of WebCE</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
27	10	37%	17	63%

<b>School Name: Financial Academy</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
18	11	61%	7	39%

<b>School Name: Kaplan Professional Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
33	28	85%	5	15%

<b>School Name: A.D. Banker &amp; Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
37	19	51%	18	49%

<b>School Name: Teleperformance USA</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
45	16	36%	29	64%

<b>School Name: Exam FX</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
322	170	53%	152	47%

<b>School Name: XCEL Testing Solutions</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
778	396	51%	382	49%

**Virginia Insurance - Life and Annuities Examination  
First Time Test Taker Performance by School  
June 1, 2020 - May 31, 2021**

<b>School Name: No Pre-licensing School Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
135	65	48%	70	52%

<b>School Name: Independent Insurance Agents of Virginia</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
9	4	44%	5	56%

<b>School Name: Kaplan Professional Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
46	36	78%	10	22%

<b>School Name: A.D. Banker &amp; Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
79	45	57%	34	43%

<b>School Name: Primerica Life Insurance Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
711	329	46%	382	54%

<b>School Name: Exam FX</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
775	444	57%	331	43%

<b>School Name: XCEL Testing Solutions</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
636	322	51%	314	49%

<b>School Name: America's Professor</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
35	23	66%	12	34%

<b>School Name: PreLicense.com, A Service of WebCE</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
23	7	30%	16	70%

**Virginia Insurance - Property & Casualty Examination  
First Time Test Taker Performance by School  
June 1, 2020 - May 31, 2021**

<b>School Name: No Pre-licensing School Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
160	90	56%	70	44%

<b>School Name: CAPE Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
111	39	35%	72	65%

<b>School Name: Financial Academy</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
76	50	66%	26	34%

<b>School Name: Independent Insurance Agents of Virginia</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
20	10	50%	10	50%

<b>School Name: Kaplan Professional Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
288	156	54%	132	46%

<b>School Name: A.D. Banker &amp; Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
330	165	50%	165	50%

<b>School Name: America's Professor</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
198	91	46%	107	54%

<b>School Name: Exam FX</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
806	376	47%	430	53%

**Virginia Insurance - Personal Lines Examination  
First Time Test Taker Performance by School  
June 1, 2020 - May 31, 2021**

<b>School Name: No Pre-licensing School Education</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
701	588	84%	113	16%

<b>School Name: A.D. Banker &amp; Company</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
728	245	34%	483	66%

<b>School Name: Insurance Training Services</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
61	51	84%	10	16%

<b>School Name: Exam FX</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
95	41	43%	54	57%

<b>School Name: Teleperformance USA</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
68	21	31%	47	69%

**Virginia Insurance - Title Examination  
First Time Test Taker Performance by School  
June 1, 2020 - May 31, 2021**

<b>School Name: CAPE Education (2008)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
62	41	66%	21	34%

<b>School Name: Virginia Land Title Assoc (2039)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
142	80	56%	62	44%