

**Virginia Innsurance - Health Examination  
First Time Test Taker Performance by School**  
May 1, 2019 - May 31,2020

<b>School Name: Kaplan Financial (2026)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
78	62	79%	16	21%

<b>School Name: A.D. Banker &amp; Company (2002)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
26	25	96%	1	4%

<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>
168	116	69%	52	31%

<b>School Name: XCEL Testing Solutions (2084)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
622	457	73%	165	27%

**Virginia Insurance - Life and Annuities Examination  
First Time Test Taker Performance by School**

May 1, 2019 - May 31, 2020

<b>School Name: No Pre-licensing School Education (7777)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
60	43	72%	17	28%

<b>School Name: Prelicensing Education School not listed (8888)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
33	22	67%	11	33%

<b>School Name: Kaplan Financial (2026)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
43	41	95%	2	5%

<b>School Name: A.D. Banker &amp; Company (2002)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
93	81	87%	12	13%

<b>School Name: Primerica Life Insurance Company (2050)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
992	577	58%	415	42%

<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>
256	185	72%	71	28%

<b>School Name: XCEL Testing Solutions (2084)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
526	443	84%	83	16%

**Virginia Insurance - Life and Annuities & Health  
First Time Test Taker Performance by School**

May 1, 2019 - May 31, 2020

<b>School Name: No Pre-licensing School Education (7777)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
176	125	71%	51	29%
<b>School Name: Prelicensing Education School not listed (8888)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
77	54	70%	23	30%
<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>
47	28	60%	19	40%
<b>School Name: Financial Academy (2012)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
89	72	81%	17	19%
<b>School Name: Insurance Training Services (2023)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
33	23	70%	10	30%
<b>School Name: Kaplan Financial (2026)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
229	201	88%	28	12%
<b>School Name: A.D. Banker &amp; Company (2002)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
235	185	79%	50	21%
<b>School Name: Primerica Life Insurance Company (2050)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
33	14	42%	19	58%
<b>School Name: America's Professor (2072)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
103	89	86%	14	14%
<b>School Name: Securities Training Corporation (2076)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
80	74	93%	6	8%
<b>School Name: American Academy for Insurance Training (VA) (2077)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
27	9	33%	18	67%
<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>
1,057	716	68%	341	32%
<b>School Name: XCEL Testing Solutions (2084)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
1,065	778	73%	287	27%

**Virginia Insurance - Personal Lines Examination  
First Time Test Taker Performance by School**

May 1, 2019 - May 31, 2020

<b>School Name: No Pre-licensing School Education (7777)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
307	297	97%	10	3%

<b>School Name: Prelicensing Education School not listed (8888)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
373	364	98%	9	2%

<b>School Name: Insurance Schools of WV (2019)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
31	19	61%	12	39%

<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>
25	25	100%	0	0%

<b>School Name: Teleperformance USA (2081)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
478	259	54%	219	46%

**Virginia Insurance - Property & Casualty Examination  
First Time Test Taker Performance by School**

May 1, 2019 - May 31, 2020

<b>School Name: No Pre-licensing School Education (7777)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
247	191	77%	56	23%
<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>
97	61	63%	36	37%
<b>School Name: Financial Academy (2012)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
80	64	80%	16	20%
<b>School Name: Independent Insurance Agents of Virginia (2017)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
65	50	77%	15	23%
<b>School Name: Insurance Training Services (2023)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
32	18	56%	14	44%
<b>School Name: Kaplan Financial (2026)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
133	107	80%	26	20%
<b>School Name: A.D. Banker &amp; Company (2002)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
286	197	69%	89	31%
<b>School Name: Professional Insurance Agents Association (2071)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
25	18	72%	7	28%
<b>School Name: America's Professor (2072)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
138	97	70%	41	30%
<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>
528	384	73%	144	27%

**Virginia Insurance - Title Examination**  
**First Time Test Taker Performance by School**  
May 1, 2019 - May 31, 2020

<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>
33	23	70%	10	30%

<b>School Name: Viginia 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>
65	54	83%	11	17%