Virginia Insurance - Health Examination First Time Test Taker Performance by School May 1, 2017 - April 30, 2018

School Name: No Pre-licensing School Education (7777)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
60	50	83%	10	17%
School Nam	e: Prelicensing Educat	tion School n	ot listed (88	88)
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
36	26	72%	10	28%
	School Name: Kaplan	Financial (2	026)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
40	33	83%	7	18%
	School Name: PreLice	ense.com (20	052)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
69	46	67%	23	33%
School Name: A	American Academy for	Insurance Ti	raining (VA)	(2077)
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
283	216	76%	67	24%
School Name: Exam FX (2080)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
311	216	69%	95	31%
School Name: XCEL Testing Solutions (2084)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
597	473	79%	124	21%

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

May 1, 2017 - April 30, 2018

School Name: No Pre-licensing School Education (7777)				
Total Graded	Total Passed	Pass Rate	Total Failed	-
247	161	65%	86	35%
School Na	me: Prelicensing Educ		not listed (8	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
133	91	68%	42	32%
	School Name: CAPE	Education (2008)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
69	51	74%	18	26%
	School Name: Financ	1		
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
66	52	79%	14	21%
	ool Name: Insurance	Training Serv	ices (2023)	
Total Graded	Total Passed	Pass Rate	Total Failed	
30	18	60%	12	40%
	School Name: Kapla			
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
225	192	85%	33	15%
Sc	chool Name: A.D. Bank		y (2002)	
Total Graded	Total Passed	Pass Rate	Total Failed	
239	164	69%	75	31%
School	Name: Primerica Life	Insurance Co	mpany (2050	0)
Total Graded	Total Passed	Pass Rate	Total Failed	
88	40	45%	48	55%
	School Name: PreLi	cense.com (*	
Total Graded	Total Passed	Pass Rate	Total Failed	
31	26	84%	5	16%
	School Name: Test	Teachers (2	070)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
40	23	58%	17	43%
	School Name: America	a's Professor	(2072)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
98	88	90%	10	10%
School Name: Securities Training Corporation (2076)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
57	52	91%	5	9%
School Name:	American Academy for	or Insurance	9 , ,	(2077)
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
58	39	67%	19	33%
School Name: Exam FX (2080)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
981	681	69%	300	31%
School Name: XCEL Testing Solutions (2084)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
538	413	77%	125	23%

Virginia Insurance - Life and Annuities Examination First Time Test Taker Performance by School May 1, 2017 - April 30, 2018

School Name: No Pre-licensing School Education (7777)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
157	95	61%	62	39%
School Na	ame: Prelicensing Edu	cation Schoo	l not listed (8	888)
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
78	48	62%	30	38%
	School Name: Kapl	an Financial	(2026)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
39	26	67%	13	33%
S	school Name: A.D. Bar	iker & Compa	ny (2002)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
108	88	81%	20	19%
Schoo	Name: Primerica Life	Insurance C	ompany (205	0)
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
1,202	667	55%	535	45%
	School Name: Tes	t Teachers (2	2070)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
40	25	63%	15	38%
	School Name: Americ	ca's Professor	r (2072)	
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
35	26	74%	9	26%
School Name: American Academy for Insurance Training (VA) (2077)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
66	54	82%	12	18%
School Name: Exam FX (2080)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
357	258	72%	99	28%
School Name: XCEL Testing Solutions (2084)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate
287	227	79%	60	21%

Virginia Insurance - Property & Casualty Examination First Time Test Taker Performance by School May 1, 2017 - April 30, 2018

Total Graded	School Name: No Pre-licensing School Education (7777)					
School Name: Prelicensing Education School not listed (8888) Total Graded Total Passed Pass Rate Total Failed Fail Rate 39 24 62% 15 38%	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total Graded	234	171	73%	63	27%	
School Name: CAPE Education (2008) Total Graded Total Passed Pass Rate Total Failed Fail Rate 130 79 61% 51 39%	School N	ame: Prelicensing Edu	cation School		388)	
School Name: CAPE Education (2008) Total Graded Total Passed Pass Rate Total Failed Fail Rate 130 79 61% 51 39%	Total Graded		Pass Rate			
Total Graded Total Passed Pass Rate Total Failed Fail Rate 130 79 61% 51 39% School Name: Financial Academy (2012) Total Graded Total Passed Pass Rate Total Failed Fail Rate 67 39 58% 28 42% School Name: Independent Insurance Agents of Virginia (2017) Total Graded Total Passed Pass Rate Total Failed Fail Rate 80 65 81% 15 19% School Name: Insurance Training Services (2023) Total Graded Total Passed Pass Rate Total Failed Fail Rate 37 25 68% 12 32% School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Faile	39	24	62%	15	38%	
Total Graded						
School Name: Financial Academy (2012) Total Graded Total Passed Pass Rate Total Failed Fail Rate	Total Graded	Total Passed		Total Failed	Fail Rate	
Total Graded Total Passed Pass Rate Total Failed Fail Rate 67 39 58% 28 42% School Name: Independent Insurance Agents of Virginia (2017) Total Graded Total Passed Pass Rate Total Failed Fail Rate 80 65 81% 15 19% School Name: Insurance Training Services (2023) Total Graded Total Passed Pass Rate Total Failed Fail Rate 37 25 68% 12 32% School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate T	130	79	61%	51	39%	
67 39 58% 28 42% School Name: Independent Insurance Agents of Virginia (2017) Total Graded Total Passed Pass Rate Total Failed Fail Rate 80 65 81% 15 19% School Name: Insurance Training Services (2023) Total Graded Total Passed Pass Rate Total Failed Fail Rate 37 25 68% 12 32% School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47%		School Name: Finance	cial Academy	(2012)		
School Name: Independent Insurance Agents of Virginia (2017) Total Graded Total Passed Pass Rate Total Failed Fail Rate 80 65 81% 15 19% School Name: Insurance Training Services (2023) Total Graded Total Passed Pass Rate Total Failed Fail Rate 37 25 68% 12 32% School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total Graded Total Passed Pass Rate Total Failed Fail Rate 80 65 81% 15 19% School Name: Insurance Training Services (2023) Total Graded Total Passed Pass Rate Total Failed Fail Rate 37 25 68% 12 32% School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail	67	39	58%	28	42%	
School Name: Insurance Training Services (2023) Total Graded Total Passed Pass Rate Total Failed Fail Rate	School Na	me: Independent Insu	rance Agents	of Virginia (2	2017)	
Total Graded	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total Graded Total Passed Pass Rate Total Failed Fail Rate 37 25 68% 12 32% School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate<	80	65	81%	15	19%	
School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145	Sc	hool Name: Insurance	Training Servi	ces (2023)		
School Name: Kaplan Financial (2026) Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total Graded Total Passed Pass Rate Total Failed Fail Rate 145 111 77% 34 23% School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail	37	25	68%	12	32%	
Total Graded		School Name: Kapla	an Financial (2026)		
School Name: A.D. Banker & Company (2002) Total Graded Total Passed Pass Rate Total Failed Fail Rate 290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total GradedTotal PassedPass RateTotal FailedFail Rate29017460%11640%School Name: Test Teachers (2070)Total GradedTotal PassedPass RateTotal FailedFail Rate341853%1647%School Name: America's Professor (2072)Total GradedTotal PassedPass RateTotal FailedFail Rate17714682%3118%School Name: Exam FX (2080)Total GradedTotal PassedPass RateTotal FailedFail Rate41928668%13332%School Name: Teleperformance USA (2081)Total GradedTotal PassedPass RateTotal FailedFail Rate	145	111	77%	34	23%	
290 174 60% 116 40% School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate		School Name: A.D. Ban	ker & Compan	y (2002)		
School Name: Test Teachers (2070) Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total Graded Total Passed Pass Rate Total Failed Fail Rate 34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	290	174	60%	116	40%	
34 18 53% 16 47% School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate		School Name: Test Teachers (2070)				
School Name: America's Professor (2072) Total Graded Total Passed Pass Rate Total Failed Fail Rate 177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total GradedTotal PassedPass RateTotal FailedFail Rate17714682%3118%School Name: Exam FX (2080)Total GradedTotal PassedPass RateTotal FailedFail Rate41928668%13332%School Name: Teleperformance USA (2081)Total GradedTotal PassedPass RateTotal FailedFail Rate	34	18	53%	16	47%	
177 146 82% 31 18% School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	School Name: America's Professor (2072)					
School Name: Exam FX (2080) Total Graded Total Passed Pass Rate Total Failed Fail Rate 419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total GradedTotal PassedPass RateTotal FailedFail Rate41928668%13332%School Name: Teleperformance USA (2081)Total GradedTotal PassedPass RateTotal FailedFail Rate	177	146	82%	31	18%	
419 286 68% 133 32% School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	School Name: Exam FX (2080)					
School Name: Teleperformance USA (2081) Total Graded Total Passed Pass Rate Total Failed Fail Rate	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
Total Graded Total Passed Pass Rate Total Failed Fail Rate	419	286	68%	133	32%	
		School Name: Teleperformance USA (2081)				
	Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
	455		60%	181	40%	

Virginia Insurance - Personal Lines Examination First Time Test Taker Performance by School May 1, 2017 - April 30, 2018

School Name: No Pre-licensing School Education (7777)					
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
387	377	97%	10	3%	
School Name: Prelicensing Education School not listed (8888)					
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
371	361	97%	10	3%	
	School Name: Insurance Schools of WV (2019)				
Sc	hool Name: Insurance	Schools of V	VV (2019)		
Sc Total Graded	hool Name: Insurance Total Passed		VV (2019) Total Failed	Fail Rate	
				Fail Rate	
Total Graded	Total Passed	Pass Rate 70%	Total Failed 25		
Total Graded	Total Passed 59	Pass Rate 70%	Total Failed 25	30%	

Virginia Insurance - Title Examination First Time Test Taker Performance by School May 1, 2017 - April 30, 2018

School Name: CAPE Education (2008)					
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
56	32	57%	24	43%	
S	School Name: The Butler Company (2036)				
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
26	13	50%	13	50%	
School Name: Viginia Land Title Assoc (2039)					
Total Graded	Total Passed	Pass Rate	Total Failed	Fail Rate	
95	73	77%	22	23%	