

VIRGINIA INSURANCE SCHOOL SUMMARY

Program: Virginia Insurance
 Administration Date: 07/01/2008 to 12/31/2009
 Test: TITLE

First Time and Repeat Test Takers							
School Code	School Name	Test	Tested	Passed	Failed	% Passed	% Failed
		TITLE	103	70	33	68.0	32.0
8888	Prelicensing Education School not listed	TITLE	16	9	7	56.3	43.8
2036	The Butler Company	TITLE	71	59	12	83.1	16.9
2039	Virginia Land Title Assoc	TITLE	26	22	4	84.6	15.4
		TOTAL	229	168	61	73.4	26.6

VIRGINIA INSURANCE SCHOOL SUMMARY

Program: Virginia Insurance
 Administration Date: 07/01/2008 to 12/31/2009
 Test: PROPERTY & CASUALTY

First Time and Repeat Test Takers							
School Code	School Name	Test	Tested	Passed	Failed	% Passed	% Failed
2002	A.D. Banker & Company	PROPERTY & CASUALTY	663	247	416	37.3	62.7
2008	CAPE Education	PROPERTY & CASUALTY	299	117	182	39.1	60.9
2012	Financial Academy	PROPERTY & CASUALTY	294	129	165	43.9	56.1
2013	Financial Services Institute	PROPERTY & CASUALTY	10	3	7	30.0	70.0
2017	Independent Insurance Agents of Virginia	PROPERTY & CASUALTY	86	35	51	40.7	59.3
2023	Insurance Training Services	PROPERTY & CASUALTY	25	13	12	52.0	48.0
2024	Insurance University	PROPERTY & CASUALTY	111	92	19	82.9	17.1
2026	Kaplan Financial	PROPERTY & CASUALTY	108	53	55	49.1	50.9
7777	No Pre-licensing School Education	PROPERTY & CASUALTY	879	340	539	38.7	61.3
		PROPERTY & CASUALTY	1,109	425	684	38.3	61.7
8888	Prelicensing Education School not listed	PROPERTY & CASUALTY	205	91	114	44.4	55.6
2028	ProEd Center	PROPERTY & CASUALTY	21	3	18	14.3	85.7
9999	Unknown Pre-licensing School	PROPERTY & CASUALTY	42	10	32	23.8	76.2
		TOTAL	3,876	1,572	2,304	40.6	59.4

VIRGINIA INSURANCE SCHOOL SUMMARY

Program: Virginia Insurance
 Administration Date: 07/01/2008 to 12/31/2009
 Test: PERSONAL LINES

First Time and Repeat Test Takers							
School Code	School Name	Test	Tested	Passed	Failed	% Passed	% Failed
2002	A.D. Banker & Company	PERSONAL LINES	30	10	20	33.3	66.7
2008	CAPE Education	PERSONAL LINES	29	6	23	20.7	79.3
2012	Financial Academy	PERSONAL LINES	57	28	29	49.1	50.9
2017	Independent Insurance Agents of Virginia	PERSONAL LINES	10	6	4	60.0	40.0
2024	Insurance University	PERSONAL LINES	356	313	43	87.9	12.1
2026	Kaplan Financial	PERSONAL LINES	71	30	41	42.3	57.7
7777	No Pre-licensing School Education	PERSONAL LINES	438	250	188	57.1	42.9
		PERSONAL LINES	491	371	120	75.6	24.4
8888	Prelicensing Education School not listed	PERSONAL LINES	43	28	15	65.1	34.9
2050	Primerica Life Insurance Company	PERSONAL LINES	22	7	15	31.8	68.2
9999	Unknown Pre-licensing School	PERSONAL LINES	10	3	7	30.0	70.0
		TOTAL	1,559	1,052	507	67.5	32.5

VIRGINIA INSURANCE SCHOOL SUMMARY

Program: Virginia Insurance
 Administration Date: 07/01/2008 to 12/31/2009
 Test: LIFE AND ANNUITIES & HEALTH

First Time and Repeat Test Takers							
School Code	School Name	Test	Tested	Passed	Failed	% Passed	% Failed
2002	A.D. Banker & Company	LIFE AND ANNUITIES & F	614	297	317	48.4	51.6
2051	Academy of Continuing Education, Inc.	LIFE AND ANNUITIES & F	23	11	12	47.8	52.2
2007	Bryant & Stratton College	LIFE AND ANNUITIES & F	14	4	10	28.6	71.4
2008	CAPE Education	LIFE AND ANNUITIES & F	124	77	47	62.1	37.9
2012	Financial Academy	LIFE AND ANNUITIES & F	829	427	402	51.5	48.5
2013	Financial Services Institute	LIFE AND ANNUITIES & F	133	68	65	51.1	48.9
2017	Independent Insurance Agents of Virginia	LIFE AND ANNUITIES & F	10	9	1	90.0	10.0
2023	Insurance Training Services	LIFE AND ANNUITIES & F	81	39	42	48.1	51.9
2026	Kaplan Financial	LIFE AND ANNUITIES & F	227	136	91	59.9	40.1
7777	No Pre-licensing School Education	LIFE AND ANNUITIES & F	1,863	892	971	47.9	52.1
		LIFE AND ANNUITIES & F	2,536	1,221	1,315	48.1	51.9
8888	Prelicensing Education School not listed	LIFE AND ANNUITIES & F	1,109	525	584	47.3	52.7
2050	Primerica Life Insurance Company	LIFE AND ANNUITIES & F	112	43	69	38.4	61.6
9999	Unknown Pre-licensing School	LIFE AND ANNUITIES & F	133	55	78	41.4	58.6
		TOTAL	7,832	3,813	4,019	48.7	51.3

VIRGINIA INSURANCE SCHOOL SUMMARY

Program: Virginia Insurance
 Administration Date: 07/01/2008 to 12/31/2009
 Test: LIFE AND ANNUITIES

First Time and Repeat Test Takers							
School Code	School Name	Test	Tested	Passed	Failed	% Passed	% Failed
2002	A.D. Banker & Company	LIFE AND ANNUITIES	127	65	62	51.2	48.8
2008	CAPE Education	LIFE AND ANNUITIES	26	15	11	57.7	42.3
2012	Financial Academy	LIFE AND ANNUITIES	252	128	124	50.8	49.2
2013	Financial Services Institute	LIFE AND ANNUITIES	32	18	14	56.3	43.8
2017	Independent Insurance Agents of Virginia	LIFE AND ANNUITIES	12	10	2	83.3	16.7
2026	Kaplan Financial	LIFE AND ANNUITIES	121	76	45	62.8	37.2
7777	No Pre-licensing School Education	LIFE AND ANNUITIES	629	254	375	40.4	59.6
		LIFE AND ANNUITIES	1,167	442	724	37.9	62.0
8888	Prelicensing Education School not listed	LIFE AND ANNUITIES	198	81	117	40.9	59.1
2050	Primerica Life Insurance Company	LIFE AND ANNUITIES	639	239	400	37.4	62.6
9999	Unknown Pre-licensing School	LIFE AND ANNUITIES	61	28	33	45.9	54.1
		TOTAL	3,278	1,366	1,911	41.7	58.3

VIRGINIA INSURANCE SCHOOL SUMMARY

Program: Virginia Insurance
 Administration Date: 07/01/2008 to 12/31/2009
 Test: HEALTH

First Time and Repeat Test Takers							
School Code	School Name	Test	Tested	Passed	Failed	% Passed	% Failed
2002	A.D. Banker & Company	HEALTH	39	14	25	35.9	64.1
2008	CAPE Education	HEALTH	12	4	8	33.3	66.7
2012	Financial Academy	HEALTH	47	23	24	48.9	51.1
2013	Financial Services Institute	HEALTH	397	175	222	44.1	55.9
2026	Kaplan Financial	HEALTH	13	8	5	61.5	38.5
7777	No Pre-licensing School Education	HEALTH	212	104	108	49.1	50.9
8888	Prelicensing Education School not listed	HEALTH	209	98	111	46.9	53.1
8888	Prelicensing Education School not listed	HEALTH	93	49	44	52.7	47.3
9999	Unknown Pre-licensing School	HEALTH	17	6	11	35.3	64.7
		TOTAL	1,056	492	564	46.6	53.4