

**Virginia Insurance - Health Examination  
First Time Test Taker Performance by School**  
May 1, 2018 - April 30, 2019

<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>
37	24	65%	13	35%

<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>
62	43	69%	19	31%

<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>
39	27	69%	12	31%

<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>
116	93	80%	23	20%

<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>
99	67	68%	32	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>
773	603	78%	170	22%

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

May 1, 2018 - April 30, 2019

<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>
212	147	69%	65	31%

<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>
73	52	71%	21	29%

<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>
65	44	68%	21	32%

<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>
73	52	71%	21	29%

<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>
34	28	82%	6	18%

<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>
234	210	90%	24	10%

<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>
216	165	76%	51	24%

<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>
45	17	38%	28	62%

<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>
115	89	77%	26	23%

<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>
71	68	96%	3	4%

<b>School Name: American Academy for Insurance Training (VA)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
31	16	52%	15	48%

<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>
1,063	700	66%	363	34%

<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>
894	653	73%	241	27%

**Virginia Insurance - Life and Annuities Examination**  
**First Time Test Taker Performance by School**  
 May 1, 2018 - April 30, 2019

<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>
84	59	70%	25	30%

  

<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>
49	33	67%	16	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>
37	27	73%	10	27%

  

<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>
97	75	77%	22	23%

  

<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>
1,071	576	54%	495	46%

  

<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>
37	31	84%	6	16%

  

<b>School Name: American Academy for Insurance Training (VA)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
50	40	80%	10	20%

  

<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>
257	179	70%	78	30%

  

<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>
367	287	78%	80	22%

**Virginia Insurance - Property & Casualty Examination**  
**First Time Test Taker Performance by School**  
 May 1, 2018 - April 30, 2019

<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>
256	202	79%	54	21%

<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>
32	21	66%	11	34%

<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>
106	67	63%	39	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>
70	51	73%	19	27%

<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>
81	60	74%	21	26%

<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>
45	34	76%	11	24%

<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>
155	120	77%	35	23%

<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>
310	188	61%	122	39%

<b>School Name: ABLE Incorporated (2042)</b>				
<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
25	20	80%	5	20%

<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>
187	133	71%	54	29%

<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>
514	375	73%	139	27%

<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>
400	198	50%	202	51%

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

May 1, 2018 - April 30, 2019

**School Name: No Pre-licensing School Education (7777)**

<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
290	284	98%	6	2%

**School Name: Prelicensing Education School not listed (8888)**

<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
383	379	99%	4	1%

**School Name: Insurance Schools of WV (2019)**

<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
44	39	89%	5	11%

**School Name: Exam FX (2080)**

<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
25	21	84%	4	16%

**School Name: Teleperformance USA (2081)**

<b>Total Graded</b>	<b>Total Passed</b>	<b>Pass Rate</b>	<b>Total Failed</b>	<b>Fail Rate</b>
234	130	56%	104	44%

**Virginia Insurance - Title Examination**  
**First Time Test Taker Performance by School**  
May 1, 2018 - April 30, 2019

<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>
46	34	74%	12	26%

<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>
83	66	80%	17	20%