

**IN Bail/Recovery Agent - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
DEGAN INSURANCE GROUP	125897	Classroom	4	6	67%	0	0	0%	0	0	0%	0	0	0%	4	6	67%
EVANS BONDING CO LLC	118899	Classroom	1	1	100%	0	0	0%	1	1	100%	0	0	0%	2	2	100%
LEE C. SEXTON OF AMERICA BONDING CO, LLC	115851	Classroom	2	3	67%	2	5	40%	6	9	67%	2	2	100%	12	19	63%
NO PE COURSE SUBMITTED			0	0	0%	0	1	0%	2	2	100%	0	0	0%	2	3	67%
SUSAN OETTING	148901	Classroom	0	0	0%	0	0	0%	0	0	0%	2	2	100%	2	2	100%
<b>SUM/AVG</b>			<b>7</b>	<b>10</b>	<b>70%</b>	<b>2</b>	<b>6</b>	<b>33%</b>	<b>9</b>	<b>12</b>	<b>75%</b>	<b>4</b>	<b>4</b>	<b>100%</b>	<b>20</b>	<b>30</b>	<b>67%</b>

**IN Health Producer - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
0Chance2Fail	102538	Self-study	0	2	0%	0	0	0%	0	0	0%	0	0	0%	0	2	0%
A. D. BANKER & COMPANY	71004	Self-study	2	3	67%	4	5	80%	11	17	65%	5	11	45%	21	35	60%
BLOOM INSURANCE AGENCY, LLC	102736	Self-study	6	13	46%	33	56	59%	73	133	55%	42	87	48%	154	289	53%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	3	6	50%	0	0	0%	0	0	0%	0	0	0%	3	5	60%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
ExamFX , INC.	83532	Self-study	34	49	69%	4	11	36%	122	179	68%	16	29	55%	175	266	66%
INDIANA LICENSING SCHOOL	70959	Classroom	1	3	33%	0	0	0%	0	0	0%	0	0	0%	1	3	33%
INSURANCE CAREER TRAINING INC.	102536	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
KAPLAN FINANCIAL EDUCATION	70686	Classroom	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	5	5	100%	1	1	100%	9	10	90%	2	3	67%	17	19	89%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	0	0	0%	0	0	0%	1	3	33%	3	3	100%	4	6	67%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	0	0	0%	0	0	0%	2	6	33%	0	0	0%	2	6	33%
NO PE COURSE SUBMITTED			1	2	50%	0	1	0%	1	4	25%	2	3	67%	4	10	40%
PATHFINDER CORPORATION	71525	Classroom	2	2	100%	2	2	100%	7	7	100%	1	3	33%	12	14	86%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	0	0	0%	0	0	0%	2	2	100%	0	0	0%	2	2	100%
SECURITIES TRAINING CORPORATION	72153	Self-study	0	0	0%	0	0	0%	1	1	100%	1	1	100%	2	2	100%
THE LICENSE COACH	112705	Self-study	0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
WEBCE, INC	70896	Self-study	1	1	100%	1	2	50%	24	49	49%	8	12	67%	34	64	53%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	7	10	70%	1	1	100%	9	11	82%	2	7	29%	19	29	66%
<b>SUM/AVG</b>			<b>63</b>	<b>98</b>	<b>64%</b>	<b>46</b>	<b>79</b>	<b>58%</b>	<b>263</b>	<b>423</b>	<b>62%</b>	<b>83</b>	<b>160</b>	<b>52%</b>	<b>453</b>	<b>756</b>	<b>60%</b>

**IN Life Producer - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	0	0	0%	0	0	0%	0	1	0%	0	0	0%	0	1	0%
A. D. BANKER & COMPANY	71004	Self-study	11	16	69%	3	5	60%	5	6	83%	11	15	73%	30	42	71%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	1	2	50%	0	0	0%	0	0	0%	1	2	50%	2	4	50%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	1	1	100%	0	0	0%	0	0	0%	2	2	100%	3	3	100%
ExamFX , INC.	83532	Self-study	53	71	75%	73	105	70%	105	166	63%	85	143	59%	315	484	65%
INSURANCE CAREER TRAINING INC.	102536	Self-study	3	3	100%	0	0	0%	1	2	50%	2	2	100%	6	7	86%
INSURANCE LEARNING CENTER	73659	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	4	5	80%	3	3	100%	7	9	78%	10	10	100%	24	27	89%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	4	5	80%	2	4	50%	5	6	83%	5	6	83%	16	21	76%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	1	2	50%	0	0	0%	2	2	100%	3	3	100%	6	7	86%
NO PE COURSE SUBMITTED			1	4	25%	1	2	50%	2	6	33%	0	4	0%	4	15	27%
PATHFINDER CORPORATION	71525	Classroom	11	12	92%	2	2	100%	10	14	71%	12	12	100%	34	39	87%
PRIMERICA LIFE INSURANCE COMPANY	83025	Classroom	75	102	74%	2	5	40%	3	7	43%	20	36	56%	98	148	66%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	2	3	67%	0	0	0%	0	0	0%	1	2	50%	3	5	60%
SECURITIES TRAINING CORPORATION	72153	Self-study	0	0	0%	0	0	0%	1	1	100%	1	1	100%	2	2	100%
THE LICENSE COACH	112705	Self-study	1	2	50%	0	4	0%	6	9	67%	2	4	50%	9	19	47%
WEBCE, INC	70896	Self-study	2	3	67%	2	2	100%	1	2	50%	1	3	33%	6	10	60%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	26	36	72%	20	26	77%	36	52	69%	33	47	70%	114	160	71%
<b>SUM/AVG</b>			<b>197</b>	<b>268</b>	<b>74%</b>	<b>108</b>	<b>158</b>	<b>68%</b>	<b>184</b>	<b>282</b>	<b>65%</b>	<b>189</b>	<b>292</b>	<b>65%</b>	<b>673</b>	<b>995</b>	<b>68%</b>

**IN Life and Health Producer - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	1	1	100%	0	0	0%	2	2	100%	2	4	50%	5	7	71%
360training.com, Inc.	77111	Self-study	3	4	75%	2	2	100%	4	4	100%	3	4	75%	12	14	86%
A. D. BANKER & COMPANY	71004	Self-study	7	8	88%	7	8	88%	15	18	83%	11	13	85%	39	46	85%
CINCINNATI INSURANCE BOARD	72115	Classroom	0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	4	4	100%	0	0	0%	7	8	88%	0	0	0%	11	12	92%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	1	1	100%	1	1	100%	1	1	100%	1	2	50%	4	5	80%
ExamFX , INC.	83532	Self-study	79	125	63%	92	124	74%	176	255	69%	126	174	72%	471	674	70%
INDIANA LICENSING SCHOOL	70959	Classroom	0	0	0%	0	0	0%	0	1	0%	0	0	0%	0	1	0%
INSURANCE CAREER TRAINING INC.	102536	Self-study	9	12	75%	5	5	100%	3	3	100%	3	3	100%	20	23	87%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	37	42	88%	21	27	78%	58	68	85%	42	46	91%	158	183	86%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	64	85	75%	10	15	67%	36	54	67%	24	38	63%	134	192	70%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	3	5	60%	1	1	100%	3	3	100%	1	2	50%	8	11	73%
NO PE COURSE SUBMITTED			2	8	25%	2	4	50%	7	11	64%	3	11	27%	14	33	42%
PATHFINDER CORPORATION	71525	Classroom	35	40	88%	13	16	81%	35	46	76%	36	48	75%	118	149	79%
PATHFINDER CORPORATION	71525	Self-study	9	12	75%	0	0	0%	9	10	90%	2	2	100%	20	24	83%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	14	16	88%	2	2	100%	9	11	82%	6	14	43%	31	43	72%
SECURITIES TRAINING CORPORATION	72153	Self-study	12	12	100%	14	16	88%	17	18	94%	6	6	100%	49	52	94%
THE LICENSE COACH	112705	Self-study	5	8	63%	4	5	80%	10	14	71%	6	8	75%	25	35	71%
WEBCE, INC	70896	Self-study	3	3	100%	3	3	100%	7	9	78%	3	6	50%	16	21	76%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	225	358	63%	99	146	68%	217	327	66%	191	299	64%	726	1120	65%
<b>SUM/AVG</b>			<b>513</b>	<b>744</b>	<b>69%</b>	<b>276</b>	<b>375</b>	<b>74%</b>	<b>617</b>	<b>864</b>	<b>71%</b>	<b>466</b>	<b>680</b>	<b>69%</b>	<b>1862</b>	<b>2646</b>	<b>70%</b>

**IN Navigator - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
Affiliated Service Providers of Indiana (dba ASPIN)	127091	Self-study	4	4	100%	0	0	0%	3	7	43%	2	5	40%	9	16	56%
CLAIMAID	122881	Self-study	29	30	97%	7	10	70%	22	28	79%	28	37	76%	86	105	82%
COVERING KIDS & FAMILIES OF INDIANA, INC.	123728	Classroom	19	20	95%	0	0	0%	4	5	80%	0	0	0%	23	25	92%
COVERING KIDS & FAMILIES OF INDIANA, INC.	123728	Self-study	0	0	0%	0	0	0%	0	0	0%	6	6	100%	6	6	100%
HEALTHNET INC.	123908	Classroom	2	3	67%	0	0	0%	1	1	100%	0	0	0%	3	4	75%
MERIDIAN HEALTH SERVICES	123843	Self-study	1	1	100%	0	0	0%	0	0	0%	2	2	100%	3	3	100%
NO PE COURSE SUBMITTED			0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
ST. VINCENT HEALTH, INC.	123881	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
<b>SUM/AVG</b>			<b>56</b>	<b>59</b>	<b>95%</b>	<b>7</b>	<b>10</b>	<b>70%</b>	<b>31</b>	<b>42</b>	<b>74%</b>	<b>38</b>	<b>50</b>	<b>76%</b>	<b>132</b>	<b>161</b>	<b>82%</b>

**IN Personal Lines Producer - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
0Chance2Fail	102538	Self-study	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
A. D. BANKER & COMPANY	71004	Self-study	0	0	0%	2	2	100%	4	5	80%	1	1	100%	7	8	88%
ExamFX , INC.	83532	Self-study	7	12	58%	3	4	75%	7	14	50%	6	13	46%	21	40	53%
GOVERNMENT EMPLOYEES INSURANCE COMPAN'	121652	Classroom	6	7	86%	0	0	0%	7	7	100%	14	14	100%	27	28	96%
INSURANCE CAREER TRAINING INC.	102536	Self-study	1	3	33%	0	0	0%	0	0	0%	1	1	100%	2	4	50%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	2	2	100%	1	2	50%	1	2	50%	2	4	50%	6	10	60%
Liberty Mutual Insurance Company	113635	Classroom	0	0	0%	0	0	0%	10	10	100%	7	8	88%	17	18	94%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	2	4	50%	0	0	0%	3	3	100%	0	1	0%	5	8	63%
NO PE COURSE SUBMITTED			0	1	0%	0	0	0%	1	1	100%	1	1	100%	2	3	67%
PATHFINDER CORPORATION	71525	Classroom	4	5	80%	0	0	0%	2	5	40%	4	5	80%	10	15	67%
PATHFINDER CORPORATION	71525	Self-study	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	0	0	0%	0	1	0%	0	0	0%	1	1	100%	1	2	50%
<b>SUM/AVG</b>			<b>22</b>	<b>35</b>	<b>63%</b>	<b>4</b>	<b>7</b>	<b>57%</b>	<b>35</b>	<b>47</b>	<b>74%</b>	<b>37</b>	<b>49</b>	<b>76%</b>	<b>98</b>	<b>137</b>	<b>72%</b>

**IN Property and Casualty Producer - 2020 First-Time Attempts Passed**

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT	Q1_RATE	Q2_PASS	Q2_ATT	Q2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS	YR_ATT	YR_RATE
0Chance2Fail	102538	Self-study	1	1	100%	1	1	100%	1	3	33%	1	2	50%	3	6	50%
360training.com, Inc.	77111	Self-study	1	2	50%	6	6	100%	6	8	75%	4	5	80%	15	19	79%
A. D. BANKER & COMPANY	71004	Self-study	7	8	88%	5	5	100%	6	7	86%	13	18	72%	30	37	81%
CINCINNATI INSURANCE BOARD	72115	Classroom	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
CINCINNATI INSURANCE BOARD	72115	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	3	4	75%	1	1	100%	1	1	100%	2	3	67%	7	9	78%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	2	2	100%	0	1	0%	5	6	83%	3	4	75%	10	12	83%
ExamFX , INC.	83532	Self-study	31	42	74%	15	22	68%	53	64	83%	58	71	82%	156	194	80%
INSURANCE CAREER TRAINING INC.	102536	Self-study	2	3	67%	0	0	0%	4	4	100%	2	2	100%	8	9	89%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	23	26	88%	15	18	83%	24	34	71%	27	31	87%	80	100	80%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	33	50	66%	22	22	100%	50	71	70%	53	74	72%	152	210	72%
NO PE COURSE SUBMITTED			3	4	75%	2	2	100%	3	4	75%	2	5	40%	10	15	67%
PATHFINDER CORPORATION	71525	Classroom	44	46	96%	17	21	81%	87	112	78%	74	87	85%	213	257	83%
PATHFINDER CORPORATION	71525	Self-study	5	5	100%	4	4	100%	2	4	50%	0	0	0%	11	13	85%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	21	23	91%	7	11	64%	24	31	77%	17	18	94%	65	78	83%
WEBCE, INC	70896	Self-study	3	5	60%	4	4	100%	4	6	67%	7	10	70%	18	25	72%
XCEL SOLUTIONS LLC	122556	Self-study	0	0	0%	0	0	0%	0	2	0%	2	2	100%	2	4	50%
<b>SUM/AVG</b>			<b>181</b>	<b>223</b>	<b>81%</b>	<b>99</b>	<b>118</b>	<b>84%</b>	<b>270</b>	<b>357</b>	<b>76%</b>	<b>265</b>	<b>332</b>	<b>80%</b>	<b>782</b>	<b>990</b>	<b>79%</b>