

**IN Bail/Recovery Agent - 2019 Total 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	1	2	50%	1	1	100%	0	0	0%	0	0	0%	2	3	67%
EVANS BONDING CO LLC	118899	Classroom	0	0	0%	0	1	0%	1	2	50%	4	7	57%	5	10	50%
LEE C. SEXTON OF AMERICA BONDING CO, LLC	115851	Classroom	5	6	83%	1	1	0%	0	1	0%	1	3	100%	7	11	64%
NO PE COURSE SUBMITTED			2	2	100%	1	1	100%	3	6	50%	1	3	33%	7	12	58%
	<b>SUM/AVG</b>		<b>8</b>	<b>10</b>	<b>80%</b>	<b>3</b>	<b>4</b>	<b>75%</b>	<b>4</b>	<b>9</b>	<b>44%</b>	<b>6</b>	<b>13</b>	<b>46%</b>	<b>21</b>	<b>36</b>	<b>58%</b>

**IN Health Producer - 2019 Total 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	OCT_PASS	OCT_ATT	OCT_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
A. D. BANKER & COMPANY	71004	Self-study	7	10	70%	28	68	41%	62	142	44%	5	11	45%	102	231	44%
BLOOM INSURANCE AGENCY, LLC	102736	Self-study	4	9	44%	24	46	52%	84	160	53%	47	93	51%	159	308	52%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	0	0	0%	2	2	100%	0	0	0%	3	10	30%	5	12	42%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	0	0	0%	0	0	0%	3	4	75%	0	0	0%	3	4	75%
ExamFX , INC.	83532	Self-study	9	43	21%	14	45	31%	225	523	43%	13	21	62%	261	632	41%
INDIANA LICENSING SCHOOL	70959	Classroom	1	2	50%	0	0	0%	0	0	0%	0	0	0%	1	2	50%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	8	14	57%	10	23	43%	15	38	39%	9	9	100%	42	84	50%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	1	1	100%	5	5	100%	1	2	50%	3	11	27%	10	19	53%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	0	0	0%	2	3	67%	0	0	0%	1	3	33%	3	6	50%
NO PE COURSE SUBMITTED			0	0	0%	2	17	12%	2	53	4%	2	8	25%	6	78	8%
PATHFINDER CORPORATION	71525	Classroom	2	3	67%	6	7	86%	6	7	86%	7	7	100%	21	24	88%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	0	0	0%	1	1	100%	0	5	0%	0	1	0%	1	7	14%
SECURITIES TRAINING CORPORATION	72153	Self-study	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
THE LICENSE COACH	112705	Self-study	1	2	50%	1	1	100%	1	1	100%	0	0	0%	3	4	75%
WEBCE, INC	70896	Self-study	0	0	0%	2	3	67%	5	7	71%	4	4	100%	11	14	79%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	14	28	50%	9	12	75%	30	56	54%	18	33	55%	71	129	55%
	<b>SUM/AVG</b>		<b>48</b>	<b>113</b>	<b>42%</b>	<b>106</b>	<b>233</b>	<b>45%</b>	<b>434</b>	<b>998</b>	<b>43%</b>	<b>113</b>	<b>212</b>	<b>53%</b>	<b>701</b>	<b>1556</b>	<b>45%</b>

**IN Life Producer - 2019 Total 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	OCT_PASS	OCT_ATT	OCT_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
360training.com, Inc.	77111	Self-study	0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
A. D. BANKER & COMPANY	71004	Self-study	21	39	54%	13	21	62%	23	31	74%	12	18	67%	69	109	63%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	2	10	20%	2	4	50%	1	4	25%	1	8	13%	6	26	23%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	1	2	50%	2	2	100%	1	1	100%	0	0	0%	4	5	80%
ExamFX , INC.	83532	Self-study	48	124	39%	56	111	50%	65	106	61%	44	77	57%	213	418	51%
INDIANA LICENSING SCHOOL	70959	Classroom	0	0	0%	2	3	67%	1	1	100%	0	0	0%	3	4	75%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	0	0	0%	1	1	100%	1	1	100%	2	2	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	10	14	71%	8	13	62%	5	6	83%	8	8	100%	31	41	76%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	5	9	56%	8	18	44%	5	10	50%	4	8	50%	22	45	49%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	2	6	33%	2	2	100%	0	0	0%	1	1	100%	5	9	56%
NO PE COURSE SUBMITTED			5	15	33%	4	4	100%	6	9	67%	3	7	43%	18	35	51%
PATHFINDER CORPORATION	71525	Classroom	15	37	41%	25	45	56%	24	33	73%	18	29	62%	82	144	57%
PRIMERICA LIFE INSURANCE COMPANY	83025	Classroom	62	190	33%	59	170	35%	90	154	58%	73	135	54%	284	649	44%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	1	4	25%	6	7	86%	5	8	63%	2	2	100%	14	21	67%
SECURITIES TRAINING CORPORATION	72153	Self-study	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
THE LICENSE COACH	112705	Self-study	3	6	50%	3	6	50%	1	1	100%	1	1	100%	8	14	57%
WEBCE, INC	70896	Self-study	1	6	17%	3	11	27%	3	4	75%	1	3	33%	8	24	33%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	41	61	67%	31	46	67%	32	51	63%	30	43	70%	134	201	67%
		<b>SUM/AVG</b>	<b>217</b>	<b>524</b>	<b>41%</b>	<b>224</b>	<b>463</b>	<b>48%</b>	<b>264</b>	<b>421</b>	<b>63%</b>	<b>200</b>	<b>342</b>	<b>58%</b>	<b>905</b>	<b>1750</b>	<b>52%</b>

**IN Life and Health Producer - 2019 Total 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	OCT_PASS	OCT_ATT	OCT_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	2	2	100%	0	0	0%	1	2	50%	3	3	100%	6	7	86%
360training.com, Inc.	77111	Self-study	3	4	75%	3	4	75%	7	16	44%	2	6	33%	15	30	50%
A. D. BANKER & COMPANY	71004	Self-study	8	22	36%	8	21	38%	17	38	45%	7	11	64%	40	92	43%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	6	26	23%	3	22	14%	2	8	25%	3	7	43%	14	63	22%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	4	13	31%	2	6	33%	0	1	0%	3	5	60%	9	25	36%
ExamFX , INC.	83532	Self-study	92	210	44%	85	172	49%	87	123	71%	72	95	76%	336	600	56%
INDIANA LICENSING SCHOOL	70959	Classroom	0	0	0%	1	1	100%	1	1	100%	0	0	0%	2	2	100%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	8	9	89%	16	19	84%	8	10	80%	32	38	84%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	38	56	68%	40	47	85%	38	61	62%	49	63	78%	165	227	73%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	57	113	50%	93	167	56%	71	106	67%	57	97	59%	278	483	58%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	4	9	44%	3	4	75%	3	3	100%	1	2	50%	11	18	61%
NO PE COURSE SUBMITTED			16	28	57%	18	54	33%	15	107	14%	9	100	9%	58	289	20%
PATHFINDER CORPORATION	71525	Classroom	87	167	52%	74	130	57%	82	109	75%	66	97	68%	309	503	61%
PATHFINDER CORPORATION	71525	Self-study	5	12	42%	12	18	67%	9	15	60%	8	11	73%	34	56	61%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	9	28	32%	23	33	70%	15	20	75%	7	14	50%	54	95	57%
SECURITIES TRAINING CORPORATION	72153	Self-study	18	23	78%	14	26	54%	26	31	84%	15	15	100%	73	95	77%
THE LICENSE COACH	112705	Self-study	6	14	43%	5	11	45%	3	9	33%	6	12	50%	20	46	43%
WEBCE, INC	70896	Self-study	3	6	50%	1	1	100%	4	4	100%	5	8	63%	13	19	68%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	420	532	79%	374	557	67%	369	689	54%	298	641	46%	1461	2419	60%
		<b>SUM/AVG</b>	<b>778</b>	<b>1265</b>	<b>62%</b>	<b>767</b>	<b>1283</b>	<b>60%</b>	<b>766</b>	<b>1362</b>	<b>56%</b>	<b>619</b>	<b>1197</b>	<b>52%</b>	<b>2930</b>	<b>5107</b>	<b>57%</b>

**IN Navigator - 2019 Total 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	OCT_PASS	OCT_ATT	OCT_RATE	YR_PASS	YR_ATT	YR_RATE
Affiliated Service Providers of Indiana (dba ASPIN)	127091	Self-study	8	10	80%	5	5	100%	10	13	77%	12	14	86%	35	42	83%
CLAIMAID	122881	Self-study	30	39	77%	37	56	66%	32	34	94%	50	53	94%	149	182	82%
COVERING KIDS & FAMILIES OF INDIANA, INC.	123728	Classroom	22	26	85%	22	23	96%	17	18	94%	15	17	88%	76	84	90%
HEALTHNET INC.	123908	Classroom	0	0	0%	0	0	0%	3	3	100%	1	1	100%	4	4	100%
INDIANA UNIVERSITY HEALTH	123406	Self-study	5	7	71%	8	9	89%	2	2	100%	23	24	96%	38	42	90%
MERIDIAN HEALTH SERVICES	123843	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
NO PE COURSE SUBMITTED			0	0	0%	1	1	100%	3	3	100%	4	4	100%	8	8	100%
ST. VINCENT HEALTH, INC.	123881	Self-study	1	1	100%	0	0	0%	0	0	0%	1	1	100%	2	2	100%
<b>SUM/AVG</b>			<b>67</b>	<b>84</b>	<b>80%</b>	<b>73</b>	<b>94</b>	<b>78%</b>	<b>67</b>	<b>73</b>	<b>92%</b>	<b>106</b>	<b>114</b>	<b>93%</b>	<b>313</b>	<b>365</b>	<b>86%</b>

**IN Personal Lines Producer - 2019 Total 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	OCT_PASS	OCT_ATT	OCT_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	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	11	30	37%	2	12	17%	6	14	43%	1	1	100%	20	57	35%
ExamFX , INC.	83532	Self-study	9	33	27%	3	12	25%	8	9	89%	8	11	73%	28	65	43%
GOVERNMENT EMPLOYEES INSURANCE COMPAN	121652	Classroom	26	26	100%	32	32	100%	12	13	92%	4	4	100%	74	75	99%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	0	0	0%	4	8	50%	1	2	50%	5	10	50%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	1	8	13%	10	28	36%	2	2	100%	9	17	53%	22	55	40%
Liberty Mutual Insurance Company	113635	Classroom	12	22	55%	5	13	38%	16	16	100%	0	0	0%	33	51	65%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	6	23	26%	7	16	44%	4	8	50%	3	5	60%	20	52	38%
NO PE COURSE SUBMITTED			1	5	20%	2	2	100%	2	5	40%	0	0	0%	5	12	42%
PATHFINDER CORPORATION	71525	Classroom	12	18	67%	5	12	42%	6	8	75%	5	12	42%	28	50	56%
PATHFINDER CORPORATION	71525	Self-study	0	0	0%	2	9	22%	1	1	100%	1	1	100%	4	11	36%
WEBCE, INC	70896	Self-study	0	0	0%	1	8	13%	1	2	50%	1	2	50%	3	12	25%
<b>SUM/AVG</b>			<b>78</b>	<b>167</b>	<b>47%</b>	<b>69</b>	<b>144</b>	<b>48%</b>	<b>62</b>	<b>86</b>	<b>72%</b>	<b>33</b>	<b>55</b>	<b>60%</b>	<b>242</b>	<b>452</b>	<b>54%</b>

**IN Property and Casualty Producer - 2019 Total 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	OCT_PASS	OCT_ATT	OCT_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	2	4	50%	3	9	33%	0	1	0%	1	1	100%	6	15	40%
360training.com, Inc.	77111	Self-study	1	4	25%	12	23	52%	7	13	54%	4	9	44%	24	49	49%
A. D. BANKER & COMPANY	71004	Self-study	2	8	25%	7	17	41%	7	10	70%	7	9	78%	23	44	52%
CINCINNATI INSURANCE BOARD	72115	Classroom	0	0	0%	0	0	0%	0	0	0%	2	2	100%	2	2	100%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	4	17	24%	7	18	39%	5	8	63%	3	5	60%	19	48	40%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	2	6	33%	3	8	38%	4	6	67%	3	6	50%	12	26	46%
ExamFX , INC.	83532	Self-study	38	134	28%	31	89	35%	62	84	74%	56	84	67%	187	391	48%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	0	0	0%	8	9	89%	7	11	64%	15	20	75%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	32	82	39%	29	75	39%	29	41	71%	23	32	72%	113	230	49%
Liberty Mutual Insurance Company	113635	Classroom	0	0	0%	0	1	0%	0	0	0%	0	0	0%	0	1	0%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	96	174	55%	83	138	60%	109	166	66%	81	125	65%	369	603	61%
NO PE COURSE SUBMITTED			7	26	27%	11	23	48%	23	34	68%	1	9	11%	42	92	46%
PATHFINDER CORPORATION	71525	Classroom	157	313	50%	118	244	48%	119	178	67%	112	176	64%	506	911	56%
PATHFINDER CORPORATION	71525	Self-study	17	24	71%	6	13	46%	6	8	75%	8	11	73%	37	56	66%
PRELICENSE.COM	115362	Self-study	4	10	40%	0	0	0%	0	0	0%	0	0	0%	4	10	40%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	27	65	42%	30	42	71%	31	41	76%	24	39	62%	112	187	60%
WEBCE, INC	70896	Self-study	4	12	33%	9	12	75%	14	18	78%	7	10	70%	34	52	65%
<b>SUM/AVG</b>			<b>393</b>	<b>879</b>	<b>45%</b>	<b>349</b>	<b>712</b>	<b>49%</b>	<b>424</b>	<b>617</b>	<b>69%</b>	<b>339</b>	<b>529</b>	<b>64%</b>	<b>1505</b>	<b>2737</b>	<b>55%</b>