

IN Bail/Recovery Agent - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
DEGAN INSURANCE GROUP	125897	Classroom	9	12	75%	3	6	50%	2	2	100%	1	2	50%	1	2	50%	0	0	0%	13	18	72%
DONALD L WEBB, JR	143684	Classroom	0	0	0%	0	0	0%	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
EVANS BONDING CO LLC	118899	Classroom	0	0	0%	3	4	75%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	2	3	67%
LEE C. SEXTON OF AMERICA BONDING CO, LLC	115851	Classroom	3	6	50%	4	5	80%	5	6	83%	0	0	0%	1	1	100%	0	0	0%	12	15	80%
SUSAN OETTING	148901		0	0	0%	0	0	0%	1	1	100%	0	0	0%	3	4	75%	0	0	0%	4	5	80%
SUM/AVG			12	18	67%	10	15	67%	8	9	89%	1	2	50%	5	7	71%	0	0	0%	28	37	76%

IN Health Producer - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
A. D. BANKER & COMPANY	71004	Self-study	2	4	50%	2	4	50%	5	8	63%	1	2	50%	0	0	0%	0	0	0%	8	13	62%
BLOOM INSURANCE AGENCY, LLC	102736	Self-study	4	9	44%	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	3	33%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	1	3	33%	2	3	67%	1	1	100%	0	0	0%	0	0	0%	1	1	100%	5	7	71%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
ExamFX , INC.	83532	Self-study	23	45	51%	44	74	59%	132	276	48%	22	42	52%	4	6	67%	6	11	55%	203	409	50%
INSURANCE CAREER TRAINING INC.	102536	Self-study	1	2	50%	1	2	50%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
INSURANCE TRAINING OF INDIANA	164311	Self-study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	7	8	88%	2	2	100%	8	10	80%	1	1	100%	1	1	100%	0	0	0%	17	20	85%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	2	4	50%	1	2	50%	1	2	50%	0	0	0%	0	0	0%	0	0	0%	3	5	60%
NO PE COURSE SUBMITTED			2	7	29%	1	2	50%	2	10	20%	0	0	0%	0	0	0%	0	0	0%	4	16	25%
PATHFINDER CORPORATION	71525	Classroom	1	1	100%	4	6	67%	8	11	73%	3	7	43%	5	5	100%	0	0	0%	22	30	73%
PROFESSIONAL TRAINING INSTITUTION	71778	Classroom	0	0	0%	0	0	0%	0	1	0%	0	0	0%	0	0	0%	0	2	0%	0	3	0%
SPIRITAN INSURANCE LICENSING ASSOCIATES	101662	Classroom	0	0	0%	0	0	0%	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
THE LICENSE COACH	112705	Self-study	1	1	100%	0	1	0%	1	1	100%	0	0	0%	0	0	0%	1	1	100%	2	3	67%
WEBCE, INC	70896	Self-study	6	10	60%	5	6	83%	5	18	28%	3	3	100%	0	0	0%	0	1	0%	17	33	52%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	15	24	63%	7	14	50%	20	23	87%	5	6	83%	1	1	100%	6	6	100%	49	62	79%
SUM/AVG			66	119	55%	69	117	59%	184	362	51%	35	61	57%	11	13	85%	15	23	65%	335	608	55%

IN Independent Adjuster - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
INSURANCE SCHOOLS, INC.	73956	Self-Study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%
NO PE COURSE SUBMITTED			0	0	0%	16	24	67%	44	63	70%	12	14	86%	9	12	75%	10	12	83%	144	184	78%
VERSCAT ITU, LLC (DBA- ADJUSTER PRO)	116933	Self-Study	3	5	60%	64	78	82%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	67	83	81%
SUM/AVG			3	5	60%	80	102	78%	44	63	70%	12	14	86%	9	12	75%	10	12	83%	211	267	79%

IN Life Producer - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
360training.com, Inc.	77111	Self-study	0	0	0%	1	1	100%	1	1	100%	0	0	0%	0	0	0%	0	0	0%	2	2	100%
A. D. BANKER & COMPANY	71004	Self-study	16	34	47%	29	40	73%	11	11	100%	6	9	67%	8	9	89%	6	7	86%	70	85	82%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	0	0	0%	0	0	0%	2	2	100%	0	0	0%	0	0	0%	0	1	0%	2	3	67%
CPMI PROFESSIONAL DEVELOPMENT, LLC	83027	Self-study	0	0	0%	0	0	0%	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
ExamFX , INC.	83532	Self-study	151	291	52%	97	218	44%	84	145	58%	21	37	57%	18	37	49%	22	36	61%	308	544	57%
INDIANA LICENSING SCHOOL	70959	Classroom	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%	0	1	0%
INSURANCE CAREER TRAINING INC.	102536	Self-study	1	1	100%	1	2	50%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
INSURANCE TRAINING OF INDIANA	164311	Self-study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	2	4	50%	2	4	50%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	7	7	100%	3	3	100%	5	6	83%	2	2	100%	0	0	0%	0	0	0%	15	16	94%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	2	8	25%	3	4	75%	4	5	80%	0	0	0%	0	0	0%	2	3	67%	8	11	73%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	1	1	100%	0	0	0%	1	1	100%	0	0	0%	0	0	0%	0	0	0%	2	2	100%
NO PE COURSE SUBMITTED			3	12	25%	3	9	33%	3	10	30%	2	3	67%	3	11	27%	7	19	37%	19	55	35%
PATHFINDER CORPORATION	71525	Classroom	9	11	82%	11	14	79%	12	13	92%	4	4	100%	1	3	33%	1	2	50%	34	40	85%
PRIMERICA LIFE INSURANCE COMPANY	83025	Classroom	39	87	45%	37	70	53%	27	68	40%	13	23	57%	11	23	48%	14	22	64%	119	244	49%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	6	10	60%	3	5	60%	3	4	75%	0	1	0%	1	1	100%	0	1	0%	9	16	56%
THE LICENSE COACH	112705	Self-study	6	14	43%	6	14	43%	2	7	29%	3	4	75%	2	2	100%	0	0	0%	15	27	56%
WEBCE, INC	70896	Self-study	3	3	100%	2	2	100%	1	3	33%	0	0	0%	0	0	0%	0	0	0%	6	8	75%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	53	108	49%	56	117	48%	78	113	69%	16	25	64%	16	29	55%	9	15	60%	195	311	63%
SUM/AVG			297	587	51%	252	499	51%	234	390	60%	67	108	62%	60	115	52%	63	111	57%	807	1371	59%

IN Life and Health Producer - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	0	0	0%	1	2	50%	0	0	0%	0	0	0%	1	2	50%	0	0	0%	1	3	33%
360training.com, Inc.	77111	Self-study	4	10	40%	5	7	71%	1	1	100%	1	1	100%	1	1	100%	0	0	0%	8	11	73%
A. D. BANKER & COMPANY	71004	Self-study	19	24	79%	26	34	76%	22	31	71%	2	2	100%	6	8	75%	5	5	100%	70	88	80%
CINCINNATI INSURANCE BOARD	72115	Classroom	1	1	100%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	4	7	57%	3	3	100%	0	0	0%	0	0	0%	1	2	50%	1	1	100%	6	8	75%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	2	3	67%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	2	50%
ExamFX , INC.	83532	Self-study	139	249	56%	167	286	58%	113	155	73%	34	46	74%	31	42	74%	30	41	73%	433	615	70%
INDIANA LICENSING SCHOOL	70959	Classroom	0	1	0%	0	0	0%	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
INSURANCE CAREER TRAINING INC.	102536	Self-study	9	12	75%	9	16	56%	2	2	100%	2	2	100%	1	1	100%	1	1	100%	8	10	80%
INSURANCE TRAINING OF INDIANA	164311	Self-study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	6	11	55%	6	11	55%
KAPLAN FINANCIAL EDUCATION	70686	Classroom	1	1	100%	0	0	0%	1	1	100%	0	0	0%	0	0	0%	0	0	0%	2	2	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	55	69	80%	53	74	72%	39	46	85%	13	16	81%	13	14	93%	18	19	95%	167	196	85%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	30	70	43%	45	82	55%	20	37	54%	9	12	75%	8	11	73%	9	13	69%	92	146	63%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	3	8	38%	1	3	33%	0	1	0%	1	2	50%	0	0	0%	0	0	0%	3	7	43%
NO PE COURSE SUBMITTED			17	34	50%	14	35	40%	9	19	47%	5	11	45%	1	4	25%	2	5	40%	32	79	41%
PATHFINDER CORPORATION	71525	Classroom	61	93	66%	42	71	59%	36	50	72%	15	19	79%	17	24	71%	3	4	75%	145	201	72%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	10	17	59%	10	18	56%	9	12	75%	2	3	67%	2	3	67%	2	3	67%	26	40	65%
SECURITIES TRAINING CORPORATION	72153	Self-study	6	6	100%	11	11	100%	10	10	100%	4	4	100%	6	6	100%	2	2	100%	39	39	100%
THE LICENSE COACH	112705	Self-study	5	7	71%	3	5	60%	2	3	67%	0	1	0%	2	2	100%	0	1	0%	10	16	63%
WEBCE, INC	70896	Self-study	11	17	65%	7	14	50%	4	6	67%	1	1	100%	3	3	100%	4	4	100%	24	29	83%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	358	621	58%	285	541	53%	234	348	67%	74	108	69%	42	77	55%	58	83	70%	870	1321	66%
SUM/AVG			735	1250	59%	682	1202	57%	502	723	69%	163	228	71%	135	200	68%	141	193	73%	1944	2826	69%

IN Navigator - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
ASCENSION ST. VINCENT HEALTH, INC.	123881	Self-study	0	0	0%	2	2	100%	2	3	67%	2	2	100%	0	0	0%	0	0	0%	6	7	86%
Affiliated Service Providers of Indiana (dba ASPIN CLAIMAID)	127091	Self-study	7	10	70%	3	5	60%	4	6	67%	5	8	63%	2	2	100%	0	1	0%	21	30	70%
CLAIMAID	122881	Self-study	35	51	69%	24	33	73%	21	31	68%	8	11	73%	7	8	88%	7	12	58%	82	117	70%
COVERING KIDS & FAMILIES OF INDIANA, INC.	123728	Self-study	7	8	88%	15	21	71%	7	16	44%	0	0	0%	3	3	100%	3	3	100%	28	42	67%
HEALTHNET INC.	123908	Classroom	1	1	100%	2	2	100%	2	2	100%	0	0	0%	1	1	100%	0	0	0%	6	6	100%
NO PE COURSE SUBMITTED			0	0	0%	2	3	67%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	2	3	67%
SUM/AVG			50	70	71%	48	66	73%	36	58	62%	15	21	71%	13	14	93%	10	16	63%	145	205	71%

IN Personal Lines Producer - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
A. D. BANKER & COMPANY	71004	Self-study	1	3	33%	1	4	25%	0	0	0%	1	2	50%	1	1	100%	0	1	0%	3	7	43%
ExamFX , INC.	83532	Self-study	38	68	56%	94	158	59%	67	109	61%	17	28	61%	29	43	67%	24	33	73%	247	380	65%
GOVERNMENT EMPLOYEES INSURANCE COMPAN	121652	Classroom	15	15	100%	34	34	100%	41	42	98%	0	0	0%	22	22	100%	18	18	100%	130	131	99%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	4	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
INSURANCE TRAINING OF INDIANA	164311	Self-study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	6	11	55%	2	9	22%	3	5	60%	0	1	0%	2	2	100%	1	1	100%	13	18	72%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	0	0	0%	0	0	0%	1	2	50%	0	1	0%	0	0	0%	0	1	0%	1	4	25%
NO PE COURSE SUBMITTED			3	10	30%	2	6	33%	3	6	50%	0	0	0%	0	0	0%	0	0	0%	5	13	38%
PATHFINDER CORPORATION	71525	Classroom	2	8	25%	3	4	75%	3	4	75%	0	1	0%	2	3	67%	0	0	0%	8	13	62%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%	0	1	0%
WEBCE, INC	70896	Self-study	0	0	0%	0	0	0%	1	1	100%	0	0	0%	0	0	0%	1	1	100%	2	2	100%
XCEL SOLUTIONS LLC	122556	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
SUM/AVG			66	120	55%	136	215	63%	119	169	70%	18	33	55%	56	71	79%	45	57	79%	411	572	72%

IN Property and Casualty Producer - 2021 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	NOV_PASS	NOV_ATT	NOV_RATE	DEC_PASS	DEC_ATT	DEC_RATE	YR_PASS	YR_ATT	YR_RATE
OChance2Fail	102538	Self-study	1	1	100%	4	7	57%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	4	5	80%
360training.com, Inc.	77111	Self-study	10	19	53%	4	8	50%	2	2	100%	1	1	100%	3	3	100%	0	0	0%	15	20	75%
A. D. BANKER & COMPANY	71004	Self-study	12	17	71%	16	21	76%	18	20	90%	3	4	75%	5	6	83%	3	5	60%	43	56	77%
CINCINNATI INSURANCE BOARD	72115	Classroom	1	1	100%	1	1	100%	0	0	0%	1	1	100%	0	0	0%	0	0	0%	2	2	100%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	3	3	100%	4	4	100%	3	5	60%	0	0	0%	0	0	0%	0	0	0%	10	12	83%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	3	3	100%	1	6	17%	1	2	50%	0	0	0%	1	1	100%	0	0	0%	4	6	67%
ExamFX , INC.	83532	Self-study	55	88	63%	55	93	59%	36	54	67%	12	23	52%	18	22	82%	12	14	86%	145	206	70%
INSURANCE CAREER TRAINING INC.	102536	Self-study	7	9	78%	5	9	56%	6	6	100%	0	0	0%	3	3	100%	1	2	50%	10	11	91%
INSURANCE TRAINING OF INDIANA	164311	Self-study	0	0	0%	0	0	0%	0	0	0%	0	0	0%	0	0	0%	15	18	83%	15	18	83%
KAPLAN FINANCIAL EDUCATION	70686	Classroom	0	0	0%	0	0	0%	0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	40	50	80%	40	54	74%	18	30	60%	9	9	100%	18	21	86%	9	10	90%	102	128	80%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	49	82	60%	68	103	66%	35	64	55%	31	40	78%	18	26	69%	10	21	48%	158	241	66%
NO PE COURSE SUBMITTED			23	47	49%	5	10	50%	5	10	50%	1	3	33%	4	4	100%	2	3	67%	20	37	54%
PATHFINDER CORPORATION	71525	Classroom	78	117	67%	86	128	67%	65	95	68%	22	30	73%	25	28	89%	3	5	60%	217	291	75%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	32	39	82%	18	30	60%	20	28	71%	9	11	82%	2	3	67%	7	8	88%	69	89	78%
WEBCE, INC	70896	Self-study	5	9	56%	7	10	70%	2	3	67%	2	2	100%	4	5	80%	3	3	100%	15	19	79%
XCEL SOLUTIONS LLC	122556	Self-study	6	13	46%	4	6	67%	6	8	75%	1	2	50%	2	2	100%	0	0	0%	12	21	57%
SUM/AVG			325	498	65%	318	490	65%	217	327	66%	92	126	73%	104	125	83%	65	89	73%	842	1163	72%