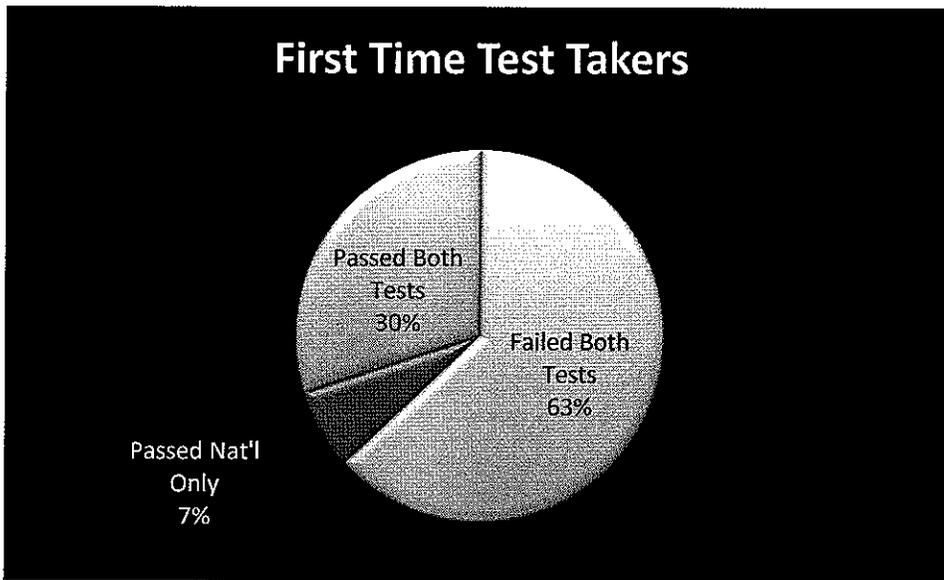


June 2016 Salesperson Statistics

40 First Time Test Takers	
25 Failed Both Tests	63%
0 Passed State Only	0%
3 Passed Nat'l Only	7%
12 Passed Both Tests	30%

89 Test Takers engaged in a total of 202 exams during the month of June.



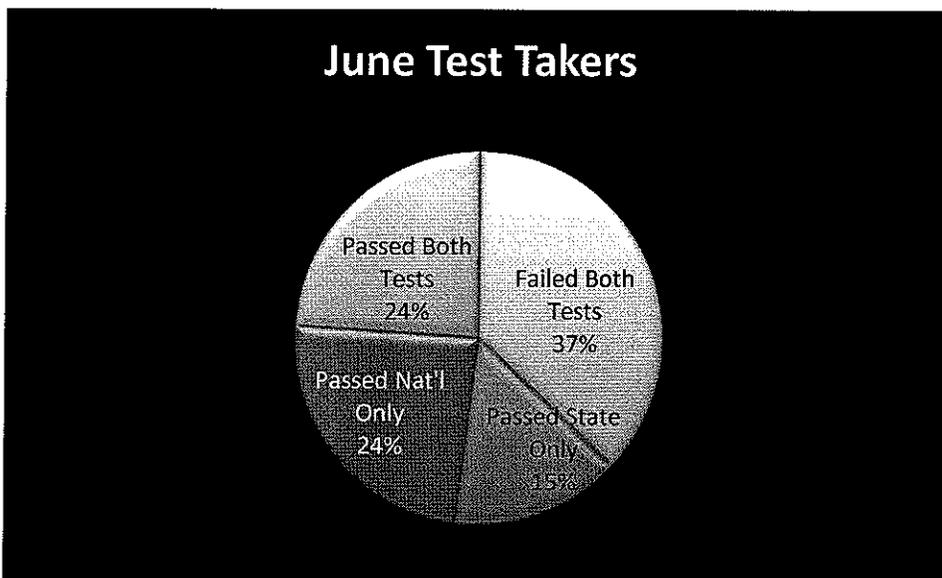
74 took the **National portion** at least once.

- 44 passed for a total of 60% of the individuals.
- 94 total tests were given for a pass rate of 47% of the exams.

68 took the **State portion** at least once.

- 47 passed for a total of 69% of the individuals.
- 108 total tests were given for a pass rate of 43% of the exams.

89 Test Takers in June	
33 Failed Both Tests	37%
13 Passed State Only	15%
21 Passed Nat'l Only	24%
21 Passed Both Tests	24%

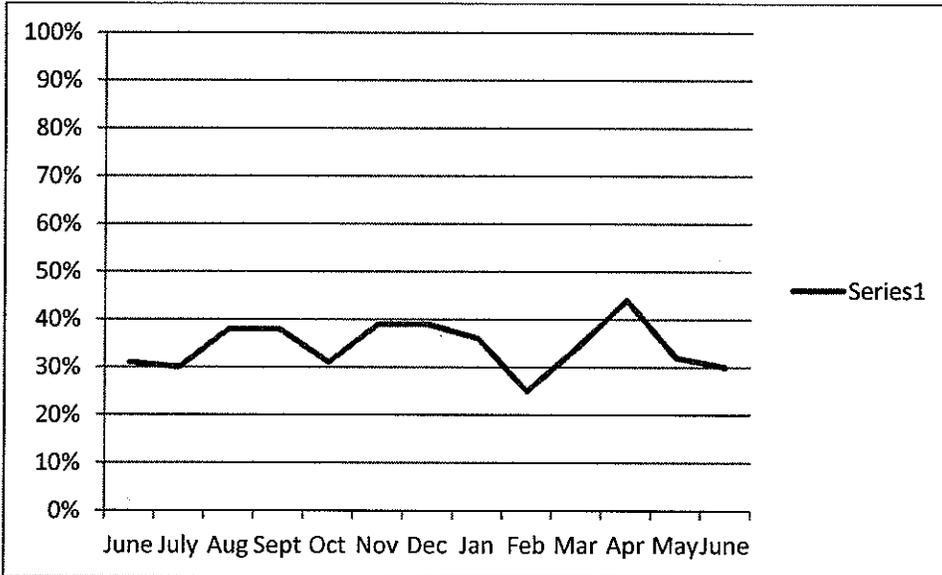


Average number of attempts to pass the **State** exam was 2.53. One examinee passed the State test on the 8th try.

Average number of attempts to pass the **National** exam was 2.19. One examinee passed the National test on the 8th try.

June First Time Salesperson Statistics

June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
31%	30%	38%	38%	31%	39%	39%	36%	25%	34%	44%	32%	30%
18 of 59	14 of 47	21 of 55	22 of 57	15 of 49	15 of 39	12 of 31	15 of 42	10 of 40	21 of 62	21 of 48	18 of 56	12 of 40



Average First Time
 Passing Rate for
 13 month period is
 34.38 %

TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	125	123	5	5	130	128
SCOTTSBLUFF	3	3	1	1	4	4
LINCOLN	65	63	5	5	70	68
NORTH PLATTE	13	13	0	0	13	13
OTHER	0	0	1	1	1	1
TOTAL	206	202	12	12	218	214

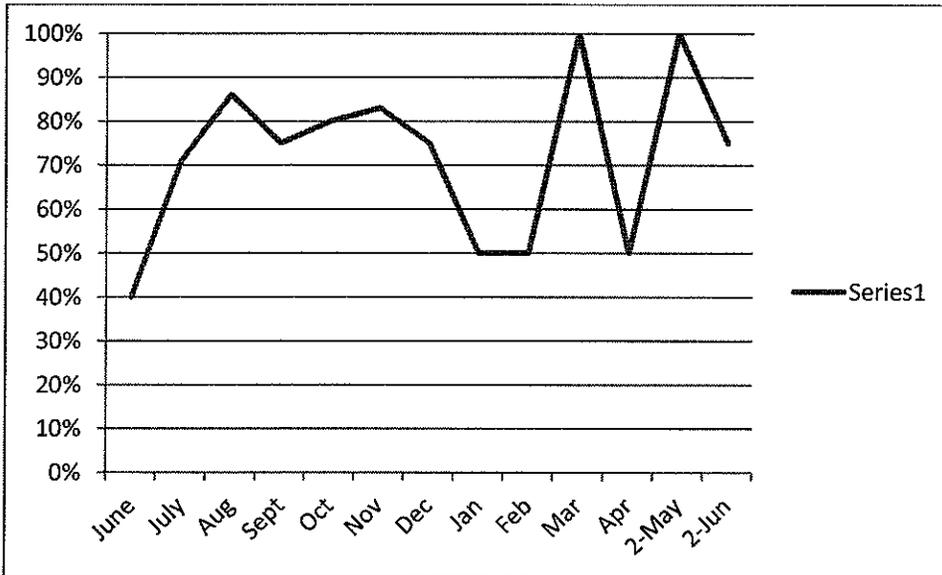
June 2016	2 nd Attempt	3 rd Attempt	4 th Attempt	5 th Attempt	6 th Attempt	7 th Attempt	8 th Attempt
		10/34 passed 29%	13/24 passed 54%	7/16 passed 44%	2/6 passed 33%	0/6 passed 0%	0/4 passed 0%

June 2016 Broker Statistics

8 First Time Test Takers	
6 Passed Both	75%

10 Test Takers engaged in a total of 12 Broker exams during the month of June.
7 passed.

June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	2-May	2-Jun
40%	71%	86%	75%	80%	83%	75%	50%	50%	100%	50%	100%	75%
2 of 5	5 of 7	6 of 7	3 of 4	4 of 5	5 of 6	3 of 4	3 of 6	1 of 2	5 of 5	4 for 8	4 for 4	6 for 8



Average Passing Rate for 13 month period 71.92%

Qualified by 4 Courses and 2 Yrs Experience

Two passed on first attempt
One passed on second attempt

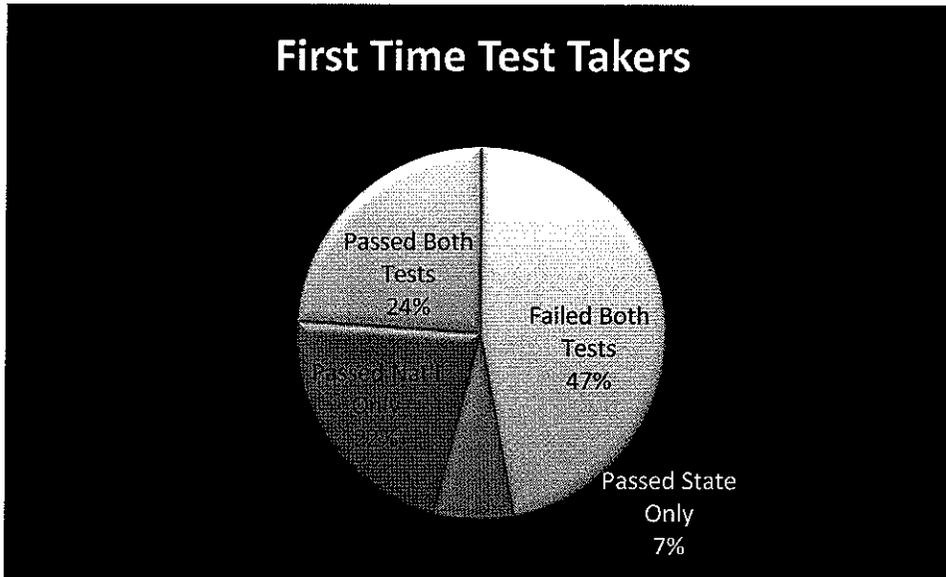
Qualified by Six (6) Courses

Four passed on first attempt

July 2016 Salesperson Statistics

55 First Time Test Takers	
26 Failed Both Tests	47%
4 Passed State Only	7%
12 Passed Nat'l Only	22%
13 Passed Both Tests	24%

108 Test Takers engaged in a total of 206 exams during the month of July.



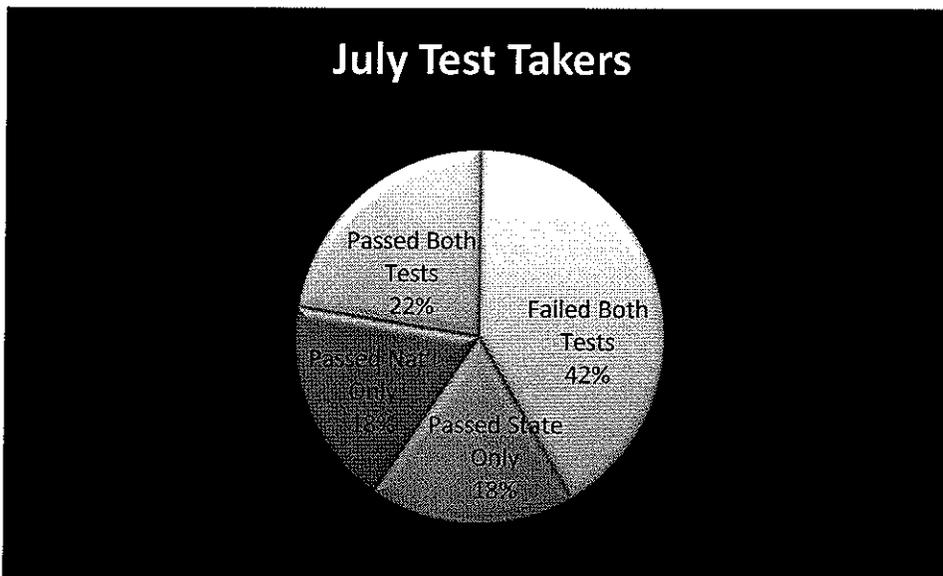
85 took the **National portion** at least once.

- 38 passed for a total of 45% of the individuals.
- 98 total tests were given for a pass rate of 39% of the exams.

82 took the **State portion** at least once.

- 38 passed for a total of 46% of the individuals.
- 108 total tests were given for a pass rate of 35% of the exams.

108 Test Takers in July	
40 Failed Both Tests	37%
17 Passed State Only	16%
17 Passed Nat'l Only	16%
21 Passed Both Tests	20%

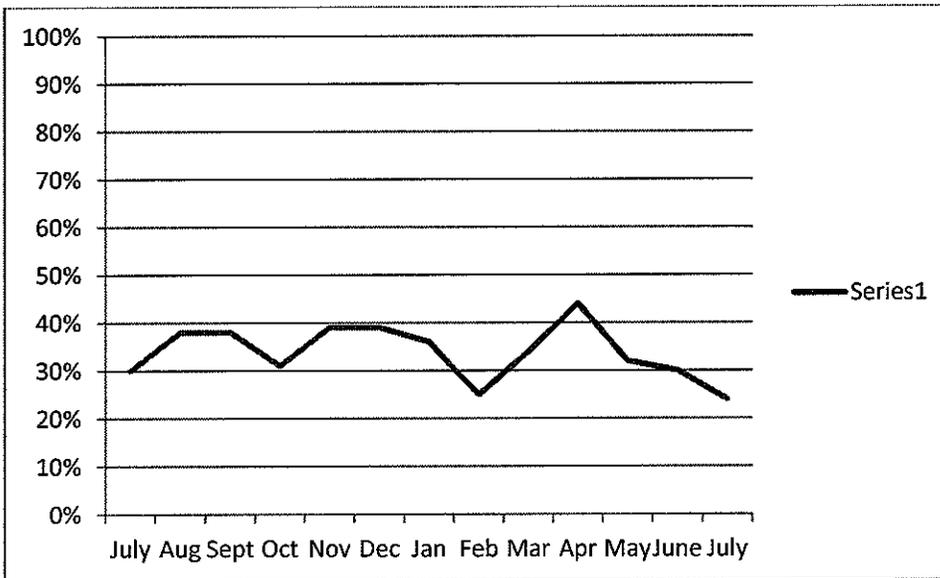


Average number of attempts to pass the **State** exam was 2.14. One examinee passed the State test on the 7th try.

Average number of attempts to pass the **National** exam was 1.62. One examinee passed the National test on the 6th try.

July First Time Salesperson Statistics

July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July
30%	38%	38%	31%	39%	39%	36%	25%	34%	44%	32%	30%	24%
14 of 47	21 of 55	22 of 57	15 of 49	15 of 39	12 of 31	15 of 42	10 of 40	21 of 62	21 of 48	18 of 56	12 of 40	13 of 55



Average First Time
 Passing Rate for
 13 month period is
 33.85 %

TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	141	136	6	6	147	142
SCOTTSBLUFF	0	0	1	1	1	1
LINCOLN	65	63	1	1	66	64
NORTH PLATTE	7	7	0	0	7	7
OTHER	0	0	0	0	0	0
TOTAL	213	206	8	8	221	214

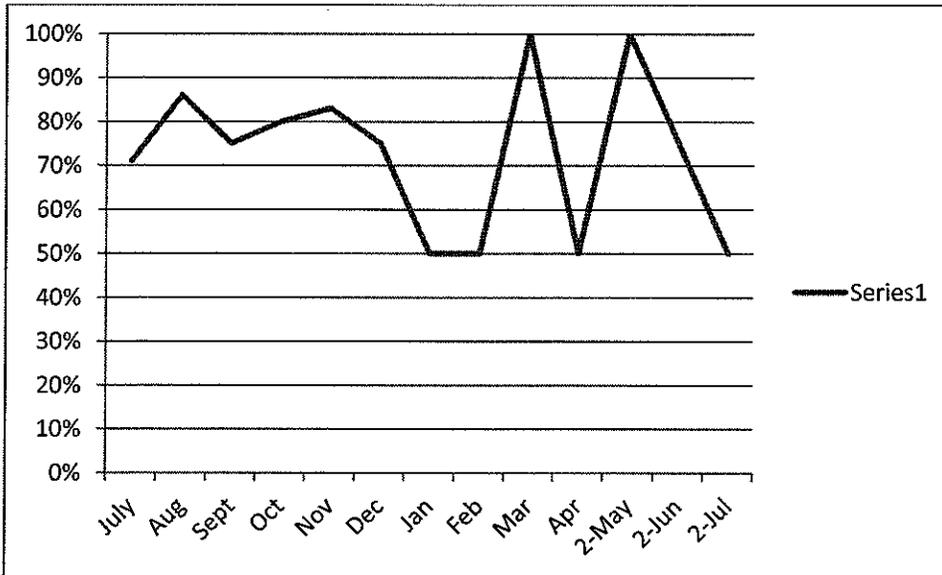
July 2016	2 nd Attempt	3 rd Attempt	4 th Attempt	5 th Attempt	6 th Attempt	7 th Attempt	9 th Attempt	10 th Attempt	11 th Attempt	15 th Attempt
		7/28 passed 25%	6/16 passed 38%	3/6 passed 50%	0/6 passed 0%	0/4 passed 0%	0/3 passed 0%	0/3 passed 0%	0/2 passed 0%	0/2 passed 0%

July 2016 Broker Statistics

4 First Time Test Takers	
2 Passed Both	50%

7 Test Takers engaged in a total of 8 Broker exams during the month of July.
3 passed.

July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	2-May	2-Jun	2-Jul
71%	86%	75%	80%	83%	75%	50%	50%	100%	50%	100%	75%	50%
5 of 7	6 of 7	3 of 4	4 of 5	5 of 6	3 of 4	3 of 6	1 of 2	5 of 5	4 for 8	4 for 4	6 for 8	2 for 4



Average Passing Rate for 13 month period 72.69%

Qualified by 4 Courses and 2 Yrs Experience

Two passed on first attempt
Three failed, one on 5th attempt

Qualified by Six (6) Courses

One passed on second attempt