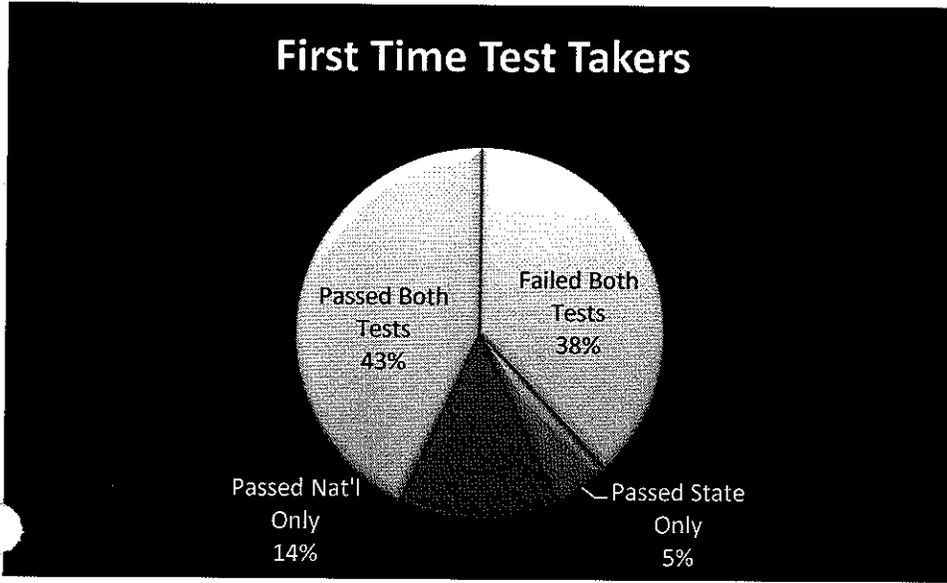


# October 2016 Salesperson Statistics

42 First Time Test Takers	
16 Failed Both Tests	38%
2 Passed State Only	5%
6 Passed Nat'l Only	14%
18 Passed Both Tests	43%

94 Test Takers engaged in a total of 186 exams during the month of October.



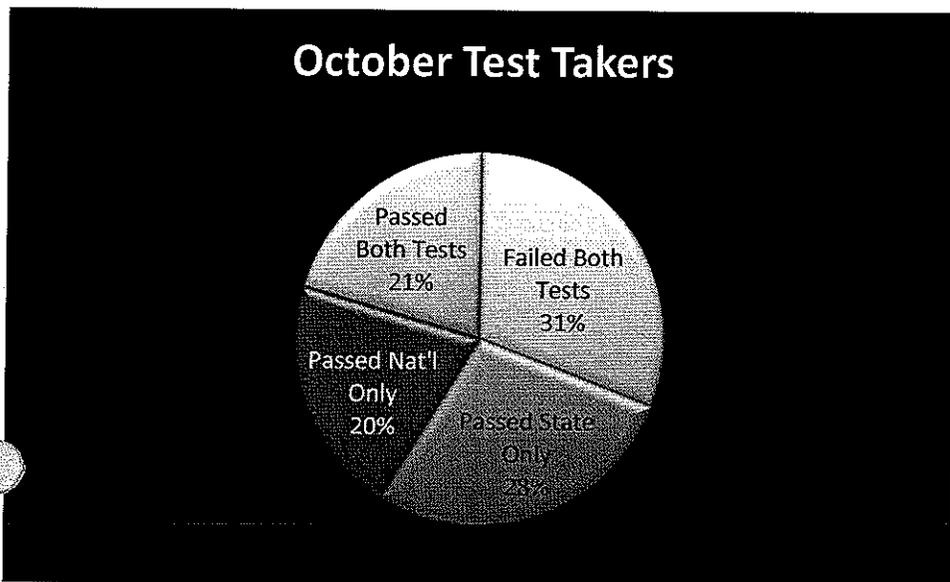
71 took the **National portion** at least once.

- 42 passed for a total of 59% of the individuals.
- 87 total tests were given for a pass rate of 48% of the exams.

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

- 49 passed for a total of 63% of the individuals.
- 99 total tests were given for a pass rate of 49% of the exams.

94 Test Takers in October	
31 Failed Both Tests	33%
28 Passed State Only	30%
21 Passed Nat'l Only	22%
21 Passed Both Tests	22%

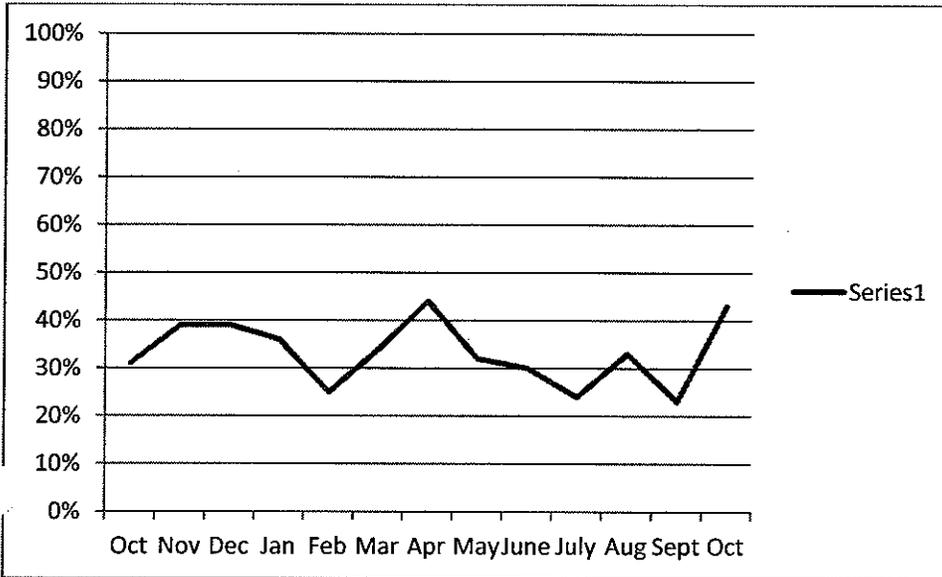


Average number of attempts to pass the **State** exam was 2.22. One examinee passed the State test on the 10<sup>th</sup> try.

Average number of attempts to pass the **National** exam was 1.90. One examinee passed the National test on the 8<sup>th</sup> try.

# October First Time Salesperson Statistics

Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct
31%	39%	39%	36%	25%	34%	44%	32%	30%	24%	33%	23%	43%
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	20 of 61	11 of 49	18 of 42



Average First Time  
 Passing Rate for  
 13 month period is  
 33.31 %

TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	135	132	0	0	135	132
SCOTTSBLUFF	4	4	2	2	6	6
LINCOLN	39	39	3	3	42	42
NORTH PLATTE	11	11	2	2	13	13
OTHER	0	0	0	0	0	0
<b>TOTAL</b>	<b>189</b>	<b>186</b>	<b>7</b>	<b>7</b>	<b>196</b>	<b>193</b>

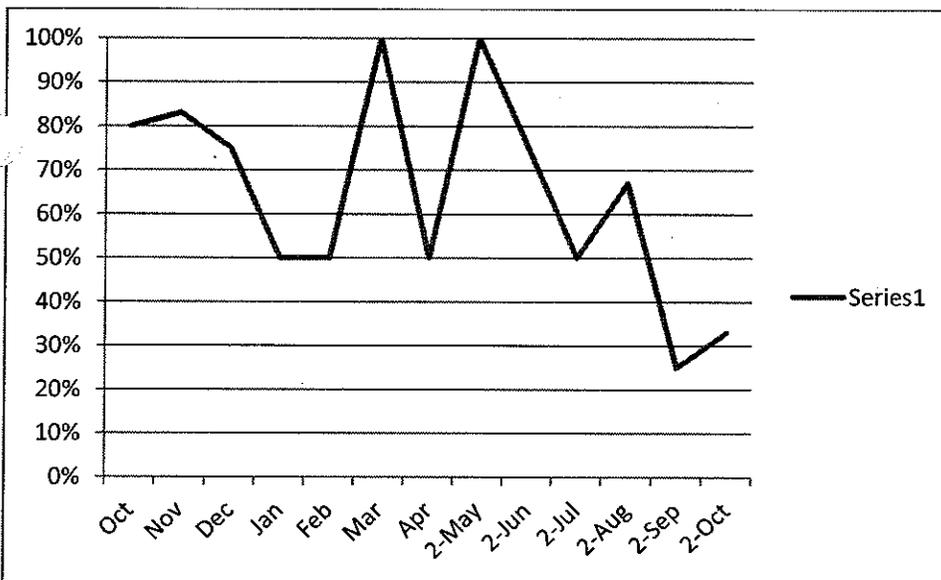
October 2016	2 <sup>nd</sup> Attempt	3 <sup>rd</sup> Attempt	4 <sup>th</sup> Attempt	5 <sup>th</sup> Attempt	6 <sup>th</sup> Attempt	8 <sup>th</sup> Attempt	9 <sup>th</sup> Attempt	10 <sup>th</sup> Attempt
		16/45 35%	8/30 27%	5/11 45%	1/8 12%	1/5 20%	1/1 100%	0/1 0%

# October 2016 Broker Statistics

3 First Time Test Takers	
1 Passed	33%

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

Oct	Nov	Dec	Jan	Feb	Mar	Apr	2-May	2-Jun	2-Jul	2-Aug	2-Sep	2-Oct
80%	83%	75%	50%	50%	100%	50%	100%	75%	50%	67%	25%	33%
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	4 for 6	1 for 4	1 for 3



Average Passing Rate for 13 month period 64.46%

Qualified by 4 Courses and 2 Yrs Experience

One passed on first attempt  
Second passed on 7<sup>th</sup> attempt

Qualified by Six (6) Courses

One passed on 3<sup>rd</sup> attempt