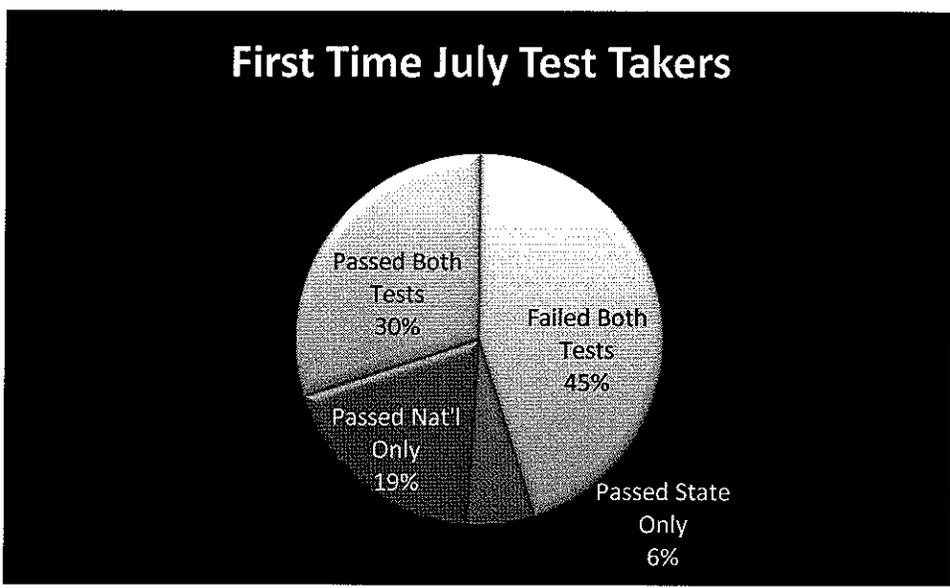


July 2015 Salesperson Statistics

47 First Time Test Takers	
21 Failed both tests	45%
3 Passed State Only	6%
9 Passed Nat'l Only	19%
14 Passed both tests	30%

90 Test Takers engaged in a total of 186 exams during the month of July.



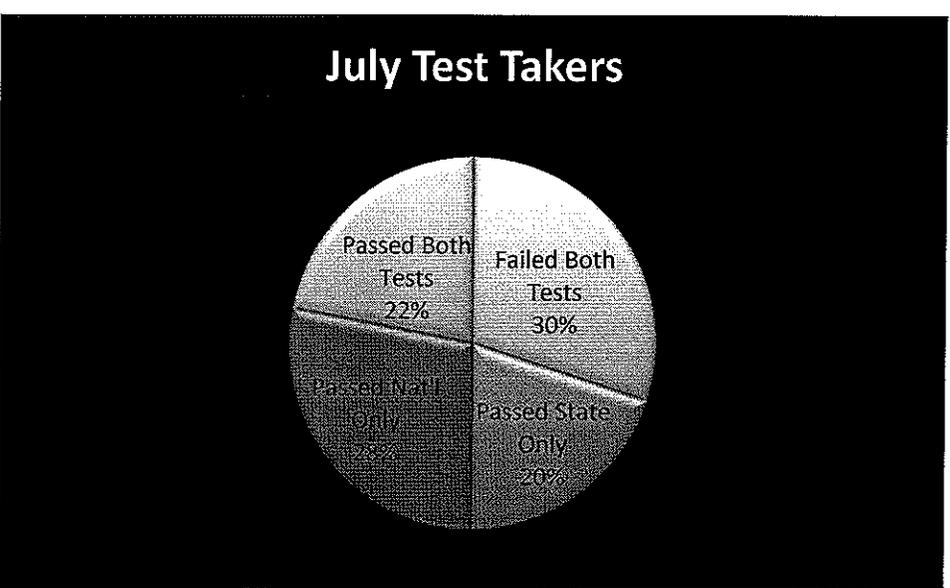
86 took the **National portion** at least once.

- 46 passed for a total of 53% of the individuals.
- 95 total tests were given for a pass rate of 48.4% of the exams.

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

- 38 passed for a total of 49.35% of the individuals.
- 91 total tests were given for a pass rate of 41.76% of the exams.

90 Test Takers in July	
27 Failed Both Tests	30%
18 Passed State Only	20%
25 Passed Nat'l Only	28%
20 Passed Both Tests	22%

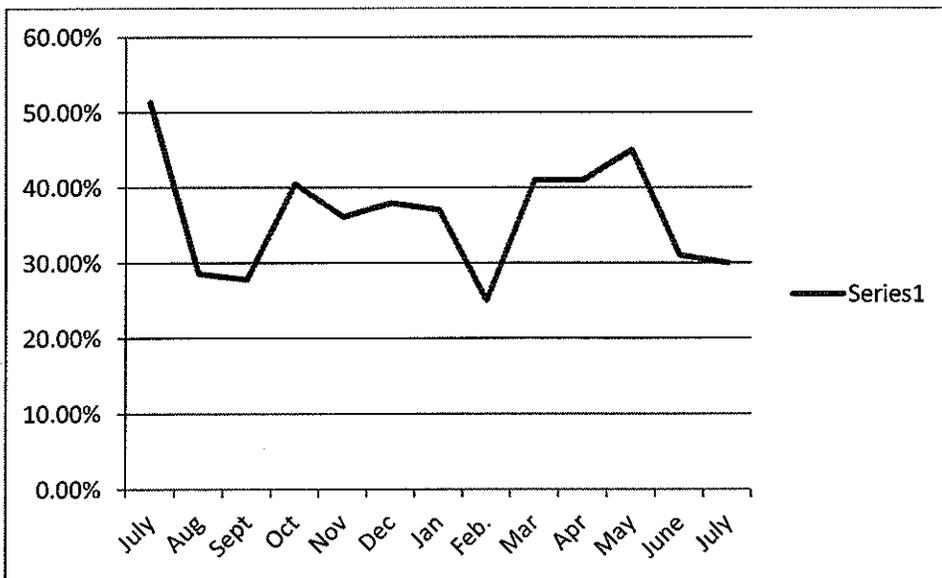


Average number of attempts to pass the **State** exam was 1.94. One examinee passed the test on the 4th try.

Average number of attempts to pass the **National** exam was 2.3. One examinee passed the National test on the 8th try.

July First Time Salesperson Statistics

July	Aug	Sept	Oct	Nov	Dec	Jan	Feb.	Mar	Apr	May	June	July
51.35%	28.57%	27.78%	40.48%	36.11%	37.93%	37%	25%	41%	41%	45%	31%	30%
19 of 37	14 of 49	5 of 18	17 of 42	13 of 36	11 of 29	19 of 51	13 of 53	19 of 46	20 of 49	22 of 49	18 of 59	14 of 47



Average First Time
 Passing Rate for
 13 month period is
 36.11%

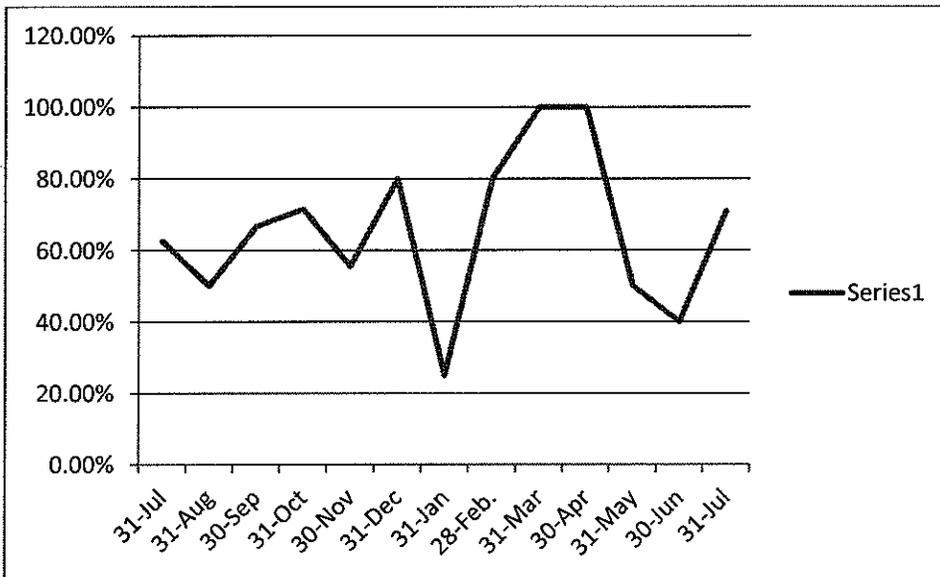
TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	121	117	14	12	135	129
SCOTTSBLUFF	3	3	0	0	3	3
LINCOLN	60	60	0	0	60	60
NORTH PLATTE	6	6	0	0	6	6
OTHER	0	0	0	0	0	0
TOTAL	190	186	14	12	204	198

July 2015 Broker Statistics

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

7 First Time Test Takers	
5 Passed Both	71%
2 failed State	29%

31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec	31-Jan	28-Feb.	31-Mar	30-Apr	31-May	30-Jun	31-Jul
62.50%	50%	66.67%	71.53%	55.56%	80%	25%	80%	100%	100%	50%	40%	71%
5 of 8	5 of 10	4 of 6	5 of 7	5 of 9	4 of 5	1 of 4	4 of 5	7 of 7	3 of 3	3 of 6	2 of 5	5 of 7



Average Passing Rate for 13 month period 65.56%

Of the seven (7) who passed the exam:

Qualified by 4 Courses and 2 Yrs Experience
1 first time test taker

Qualified by 6 Courses
6 test takers
Four first time test takers
One taking for second time
One taking test for 12 th time