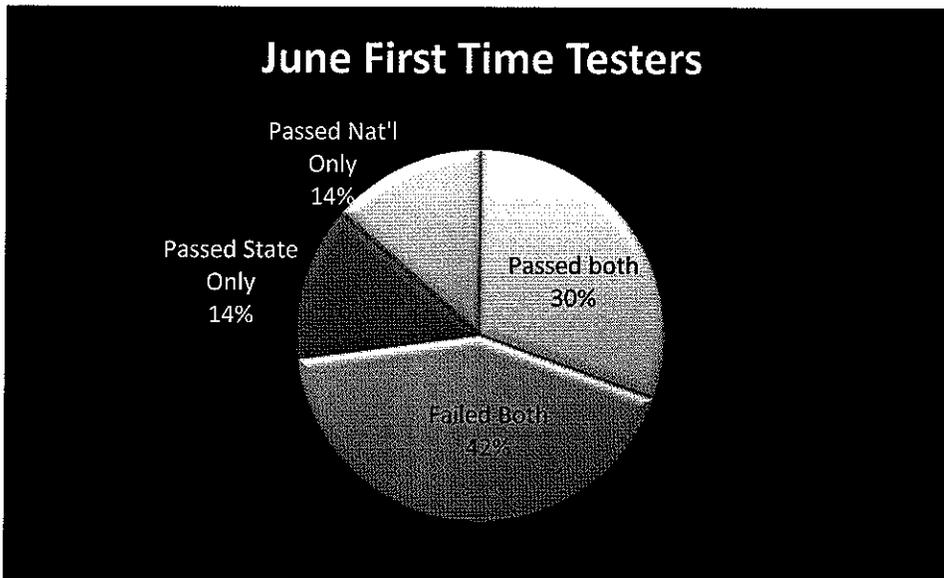


June 2015 Salesperson Statistics

121 Test Takers engaged in a total of 220 exams during the month of June.

59 First Time Test Takers	
18 Passed Both Tests	30.5%
25 Failed Both Tests	42.37%
8 Passed National Only	13.55%
8 Passed State Only	13.55%

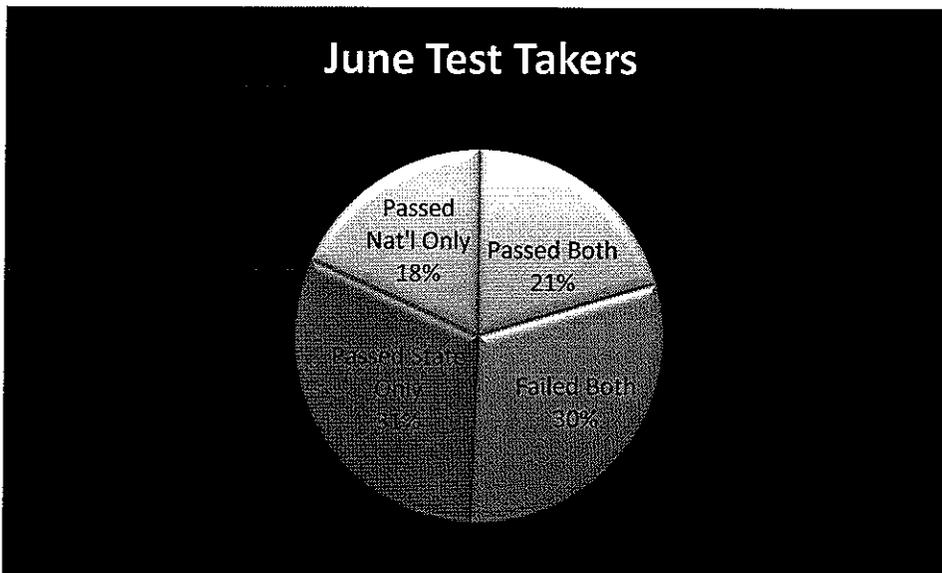


- 89 took the **National portion** at least once.
- 44 passed for a total of 49.4% of the individuals.
 - 116 total tests were given for a pass rate of 37.93% of the exams.

- 77 took the **State portion** at least once.
- 49 passed for a total of 63.64% of the individuals.
 - 104 total tests were given for a pass rate of 47.12% of the exams.

121 Test Takers in June	
23 Passed Both Tests	19%
34 Failed Both Tests	28%
21 Passed National Only	17%
29 Passed State Only	24%

These numbers do not total 121 test takers because quite a few examinees took only one portion and didn't pass it, but they didn't fail both either. They are not represented here.

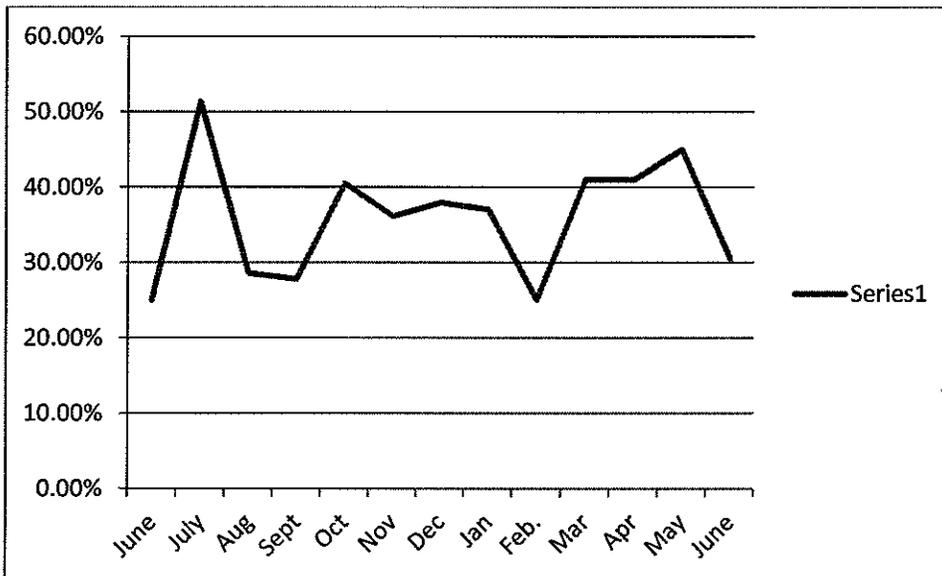


Average number of attempts to pass the **State** exam was 1.75. One examinee passed the test on the 7th try.

Average number of attempts to pass the **National** exam was 2.14. One examinee passed the National test on the 6th try.

June First Time Salesperson Statistics

June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb.	Mar	Apr	May	June
25.00%	51.35%	28.57%	27.78%	40.48%	36.11%	37.93%	37%	25%	41%	41%	45%	31%
10 of 40	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



Average First Time
 Passing Rate for
 13 month period is
 35.93%

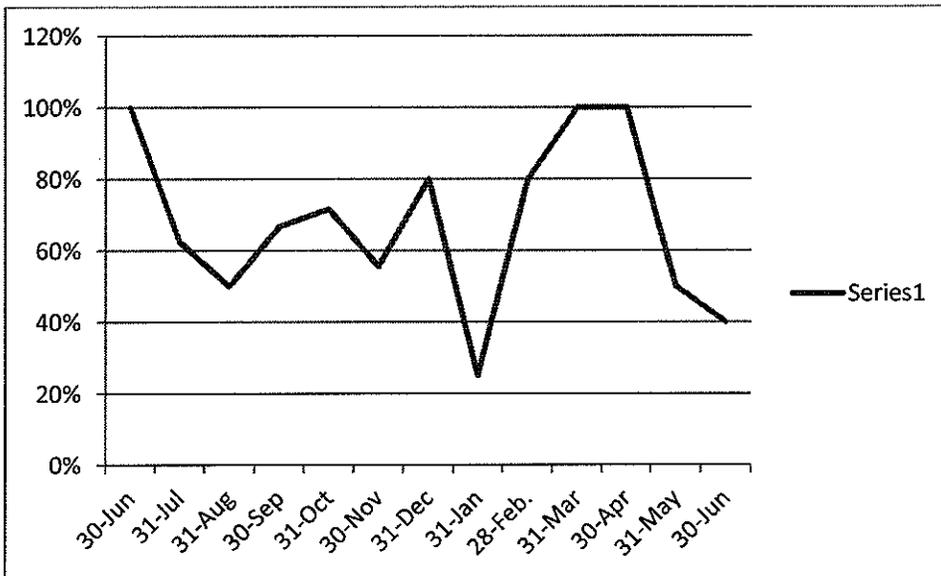
TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	148	146	3	3	151	149
SCOTTSBLUFF	8	8	1	1	9	9
LINCOLN	63	63	1	1	64	64
NORTH PLATTE	2	2	0	0	2	2
OTHER	1	1	0	0	1	1
TOTAL	222	220	5	5	227	225

June 2015 Broker Statistics

3 First Time Test Takers	
2 Passed Both	67.7%
1 failed M/C	33.3%

5 Test Takers engaged in a total of 5 Broker exams during the month of June.
2 passed.

30-Jun	31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec	31-Jan	28-Feb.	31-Mar	30-Apr	31-May	30-Jun
100%	62.50%	50%	66.67%	71.53%	55.56%	80%	25%	80%	100%	100%	50%	40%
3 of 3	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



Average Passing Rate for 13 month period is 67.8%

Qualified by 4 Courses and 2 Yrs Experience
Two testing candidates.
Two passed.

Qualified by 6 Courses
Three testing candidates.
None passed.