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|----------------------------------|---|-------------------|---------------|---------------|
| K | o - v | v u 7 u u u | 7 u h | 7 u h k |
| Alabama | Casualty | 15 | 7 | 47 & |
| | Life Producer | 1803 | 1238 | 68.66% |
| | Personal Lines Produce | | | |
| | | | | |
| Alaska | | | | |
| | | | | |
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| | | | |) |
| Arkansas | | | | |
| | r | 232 | 145 | 62.50% |
| | Property and Casualty Producer | 827 | 474 | 57.32% |
| Arizona | Producers Life | 2167 | 934 | 43.10% |
| | Producer's Accident and Health or Sickness | 883 | 485 | 54.90% |
| | Producer's Life Accident and Health or Sickness | 3638 | 1986 | 54.60% |
| | Producer's Property and Casualty | 2242 | 1034 | 46.10% |
| | Producer's Property | 14 | 6 | 42.90% |
| | Producer's Casualty | 8 | 4 | 50.00% |
| | Producer's Personal Lines | 1475 | 661 | 44.80% |
| California | Accident and Health Agent Examination | 1610 | 1375 | 85.22% |
| | Casualty Broker Agent Examination | 132 | 42 | 31.82% |
| | Life, Accident and Health Agent Examination (Life Agent) | 18031 | 12512 | 69.39% |
| | Life Only Agent Examination | 11597 | 7873 | 67.89% |
| | Personal Lines Broker Agent Examination | 1867 | 1187 | 63.58% |
| | Property Broker Agent and Casualty Broker Agent Examination | 5150 | 2217 | 43.05% |
| | Property Broker Agent Examination | 73 | 40 | 54.79% |
| Colorado | Casualty Producer | 1654 | 1168 | 71.00% |
| | Accident and Health Producer | 3278 | 2412 | 74.00% |
| | Life Producer | 4732 | 3704 | 78.00% |
| | Property Producer | 1636 | 1171 | 72.00% |
| | Personal Lines Producer | 626 | 506 | 81.00% |
| Connecticut | Producers Life Insurance | 935 | 401 | 42.90% |
| | Producer's Accident and Health | 294 | 180 | 61.20% |
| | Producer's Life, Accident and Health Insurance | 1453 | 735 | 50.60% |
| | Producer's Property and Casualty Insurance | 702 | 314 | 44.70% |
| | Producer's Personal Lines | 259 | 96 | 37.10% |
| | Producer's Property Insurance | 4 | 1 | 25.00% |
| Producer's Casualty Insurance | 7 | 1 | 14.30% | |
| Delaware | Casualty Producer | 114 | 64 | 56.00% |
| | Accident and Health Producer | 368 | 175 | 48.00% |
| | Life Producer | 590 | 387 | 66.00% |
| | Property Producer | 111 | 58 | 52.00% |
| | Personal Lines Producer | 4 | 3 |) |

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| Casualty | 29 | 11 | |
| Health | 159 | 78 | 49.00% |
| Life | 288 | 107 | 37.00% |
| Property | 31 | 8 | |

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|---|-------|------|--------|
| Health Agent | 4197 | 2149 | 51.00% |
| Health and Life and Annuity Agent (includes variable contracts) | 12357 | 8269 | 67.00% |
| Life and Annuity (includes variable contracts) | 6095 | 3747 | 61.00% |
| General Lines Agent | 2613 | 1632 | 62.00% |
| Personal Lines Agent | 2761 | 1675 | 61.00% |

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|---------------------------------|------|------|--------|
| Life Agent | 3077 | 2129 | 69.00% |
| Accident & Sickness Agent | 999 | 527 | 53.00% |
| Property Agent | 18 | 10 | |
| Casualty Agent | 11 | 10 | |
| Life, Accident & Sickness Agent | 5257 | 3706 | 70.00% |
| Property & Casualty Agent | 3310 | 2344 | 71.00% |
| Personal Lines Agent | 930 | 710 | 76 |

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| | 99 | 78 | 49.00% |
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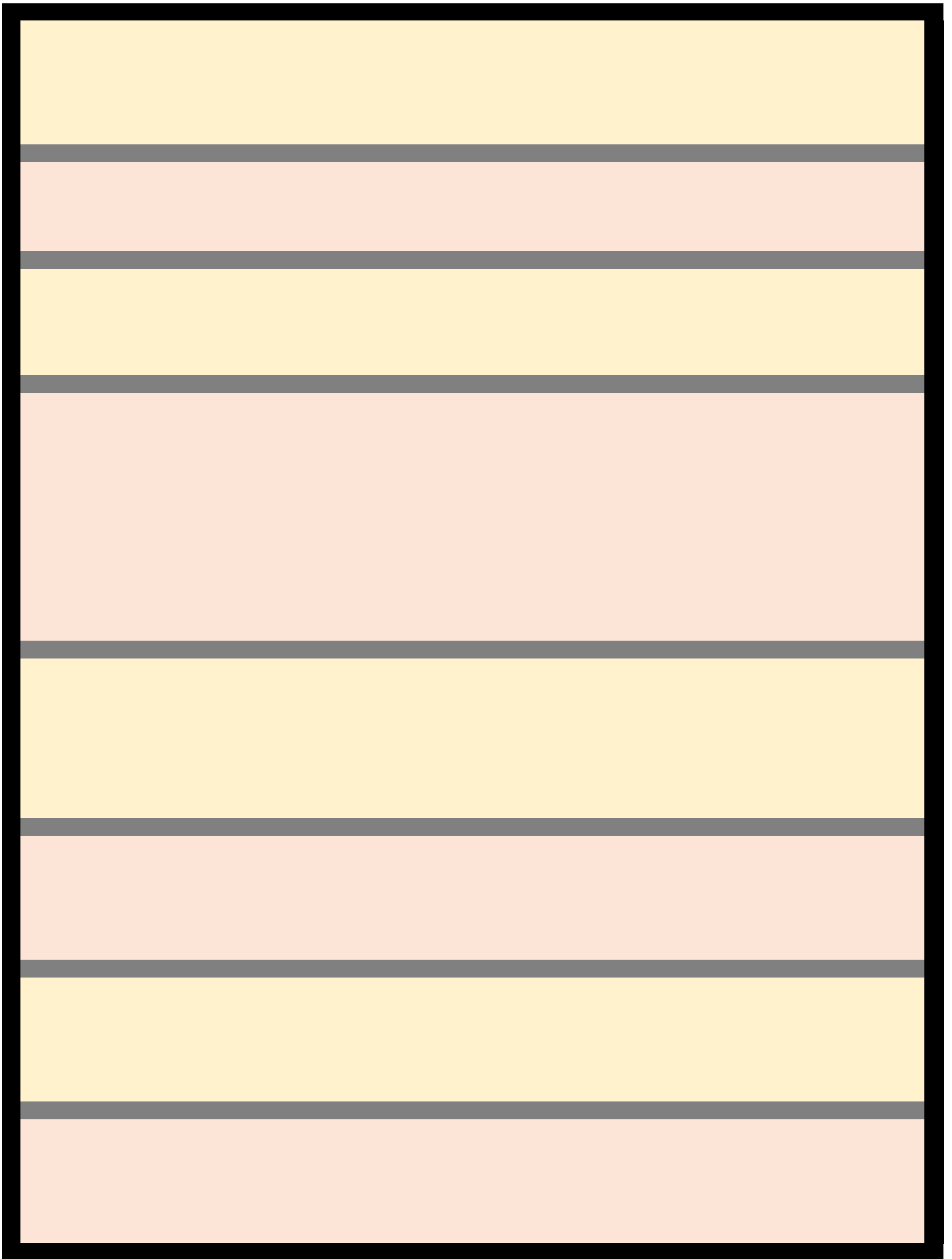
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| Casualty | 239 | 185 | 77.00% |
| Health | 339 | 167 | 49.00% |
| Life | 390 | 165 | 42.00% |
| Property | 239 | 128 | 54.00% |
| Producers Life and Annuities | 402 | 208 | 51.70% |
| Producers Accident, Health or Sickness | 206 | 107 | 51.90% |
| Producers Life and Annuities & Accident, Health or Sickness | 1285 | 723 | 56.30% |
| Producer PC | 794 | 383 | 48.20% |
| Producers Personal Lines | 29 | 12 | 41.40% |
| Producers Property | 19 | 8 | 42.10% |
| Producers Casualty | 17 | 7 | 41.20% |
| Casualty | 55 | 47 | 85.00% |
| Accident and Health | 457 | 225 | 50.00% |
| Life, Accident and Health | 1728 | 1169 | 68.00% |
| Life | 882 | 557 | 63.00% |
| Property and Casualty | 832 | 568 | 68.00% |
| Property | 50 | 39 | 78.00% |
| Personal Lines | 564 | 274 | 49.00% |
| Casualty | 1797 | 911 | 51.00% |
| Accident and Health | 4626 | 3082 | 67.00% |
| Life | 5844 | 3503 | 60.00% |
| Property | 1805 | 879 | 49.00% |
| Personal Lines | 294 | 74 | 25.00% |
| Life and Annuity Ins Part 1 | 509 | 262 | 51.40% |
| Life and Annuity Ins Part 2 | 467 | 275 | 58.90% |
| Accident and Health Ins Part 1 | 392 | 265 | 67.60% |
| Accident and Health Ins Part 2 | 454 | 302 | 66.50% |
| Property Ins Part 1 | 346 | 194 | 56.10% |
| Property Ins Part 2 | 296 | 192 | 64.90% |
| Casualty Producer Part 1 | 330 | 183 | 55.50% |
| Casualty Producer Part 2 | 297 | 183 | 61.60% |
| Personal Lines | 3 | 2 | 66.70% |
| Producer's Life Insurance | 161 | 71 | 44.10% |
| Producer's Accident & Health Insurance | 84 | 39 | 46.40% |
| Producer's Life, Accident & Health Insurance | 456 | 273 | 59.90% |
| Producer's Property and Casualty Insurance | 208 | 123 | 59.10% |
| Producer's Property | 5 | 1 | 20.00% |
| Producer's Casualty | 4 | 1 | 25.00% |
| Producer's Personal Lines | 15 | 7 | 46.70% |
| Accident and Health Producer | 2228 | 1360 | 61.04% |
| Casualty Producer | 968 | 634 | 65.50% |
| Life Producer | 4855 | 3293 | 67.83% |
| Personal Lines Producer | 139 | 105 | 75.54% |
| Property Producer | 995 | 486 | 48.84% |
| Life Insurance Producer | 313 | 134 | 42.80% |
| Accident and Health or Sickness Ins Producer | 230 | 135 | 58.70% |
| Life, Accident and Health or Sickness Ins Producer | 577 | 347 | 60.10% |
| Property Insurance Producer | 13 | 1 | 7.70% |
| Casualty Insurance Producer | 24 | 3 | 12.50% |
| Property and casualty Insurance Producer | 417 | 210 | 50.40% |
| Personal Lines Insurance Producer | 7 | 2 | 28.60% |
| Accident and Health Insurance Agent/Broker Exam Series 17 52 | 1531 | 933 | 60.94% |
| Examination for Life, Accident and Health Insurance Laws and Regulations Series 17 73 | 215 | 103 | 47.91% |
| Examination for Property and Casualty Insurance ~ Ity Insur | | 45 | |



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| Utah | Producers Life Exam | 1285 | 475 | 37.00% |
| | Producers Accident and Health Exam | 1796 | 1026 | 57.10% |
| | Producers Combined Life, Accident and Health Exam | 1976 | 1093 | 55.30% |
| | Producers Combined Property and Casualty Exam | 1271 | 586 | 46.10% |
| | Producers Personal Lines Exam | 537 | 251 | 46.70% |
| | Producers Property Exam | 9 | 3 | 33.30% |
| | Producers Casualty Exam | 10 | 2 | 20.00% |
| Virginia | Health | 253 | 190 | 75.00% |
| | Life and Annuities & Health | 1148 | 863 | 75.00% |
| | Life and Annuities | 724 | 530 | 73.00% |
| | Property & Casualty | 499 | 370 | 74.00% |
| | Personal Lines | 245 | 225 | 92.00% |
| Vermont | Producers Life | 42 | 18 | 42.90% |
| | Producers Accident and Health & HMO | 8 | 6 | 75.00% |
| | Producers Life, Accident and Health & HMO | 168 | 86 | 51.20% |
| | Producer PC | 88 | 51 | 58.00% |
| | Producers Personal Lines | 6 | 3 | 50.00% |
| | Producers Property | 3 | 2 | 66.70% |
| | Producers Casualty | 3 | 2 | 66.70% |
| Washington | Casualty Producer | 114 | 63 | 55.26% |
| | Disability Producer | 474 | 301 | 63.50% |
| | Life and Disability Producer Combo | 2604 | 1744 | 66.97% |
| | Life Producer | 1295 | 753 | 58.15% |
| | Personal Lines Producer | 92 | 35 | 38.04% |
| | Property and Casualty Producer Combo | 1580 | 926 | 58.61% |
| | Property Producer | 120 | 72 | 60.00% |
| Wisconsin | Accident and Health State Specific Series 22 04 | 44 | 23 | 5227.00% |
| | Accident and Health: General and State Series 22 03 | 1040 | 676 | 65.00% |
| | Casualty State Specific Series 22 08 | 21 | 16 | 76.79% |
| | Casualty : General and State Series 22 07 | 613 | 393 | 64.11% |
| | Life State Specific Series 22 02 | 43 | 25 | 58.14% |
| | Life: General and State Series 22 01 | 1061 | 738 | 69.56% |
| | Personal Lines State Specific Series 22 10 | 1 | 1 | 100.00% |
| | Personal Lines: General and State Series 22 09 | 23 | 10 | 43.48% |
| | Property State Specific Series 22 06 | 22 | 16 | 72.73% |
| Property: General and State Series 22 05 | 638 | 389 | 60.97% | |
| West Virginia | Accident and Health or Sickness Producer | 484 | 339 | 70.00% |
| | Casualty | 5 | 1 | 20.00% |
| | Life | 635 | 351 | 55.00% |
| | Property and Casualty | 260 | 114 | 44.00% |
| | Property | 6 | 1 | 16.67% |
| | Personal Lines | 10 | 5 | 50.00% |
| Wyoming | Life Producer | 70 | 48 | 69.00% |
| | Accident and Health or Sickness Producer | 26 | 13 | 50.00% |
| | Casualty Producer | 2 | 1 | 50.00% |
| | Life and Accident and Health or Sickness Producer | 180 | 132 | 73.00% |
| | Property and Casualty Producer | 133 | 91 | 68.00% |
| | Personal Lines Producer | 2 | 2 | 100.00% |