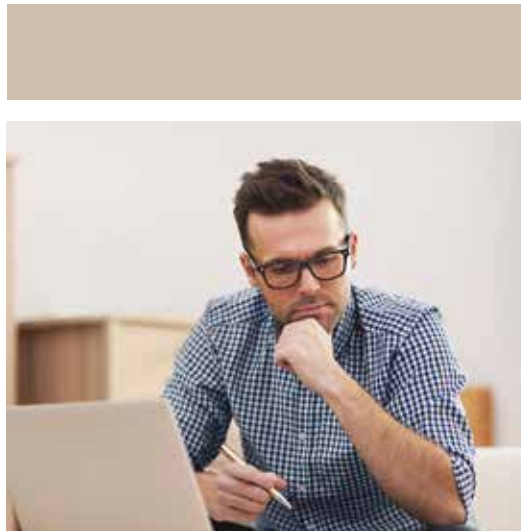




Best Practice for Failed Examinations



Why are these important?

There are additional support and resources for candidates who fail their examinations. Let our team help your people **prepare to pass!** Implementing this proven **best practice** with every candidate ensures the highest levels of success. **Any candidate who completes the entire training course and fails a state exam once, please send the below information to instructor@xcelsolutions.com:**



Full legal name

Mobile number

Email address

Exam attempted

City, State

Copy of exam results

Our **Mentorship Team** will review the results of the state exam, Prep Review and Exam Simulator and identify the candidate's strengths and weaknesses. We will then provide the new agent with a detailed roadmap to pass their exam, which includes assigning specific homework and custom tutorial videos (as required). After following our roadmap, the candidate will be in a position to pass their exam!



FACT: Nine out of ten times a student fails due to not completing our PREP REVIEW or EXAM Simulator.

Prep Review Course - The most important section

The **Prep Review** Course uses the same outline and format as the Pre-Licensing Course, however it's designed to teach you how to pass the exam! The content is different, as it's scaled down focusing solely on the most important material. All chapters are weighted (questions and content) identical to the state exam, prioritizing studies based upon the most important concepts. **Be sure to complete every chapter and exam.**

IMPORTANT: OVER 50% of your study time should be dedicated EXCLUSIVELY here.

Exam Simulator

The exams are formatted identical to every previous exam attempted. They are instructionally designed to simulate a timed state examination, even recreating test anxiety which may be experienced by some. **Scores of 85% or greater are considered passing scores.** Each Exam simulator must be completed in order **prior** to unlocking the next Simulator.

There are three exam simulators, which are weighted identical to the state examination. Each exam is **comprised of questions which are known or historically seen on the exam.**

Exam simulator #1 is similar to the exams found in the **Prep Review** course. It's designed to gauge retention levels, helping identify concepts which might need reinforcement through review. *Visit the PREP REVIEW COURSE or CLIFF NOTES to jog your memory on concepts which were challenging.*

IMPORTANT: Do not take Exam #1 over and over without review. Once you pass it, move forward.

Proceed through each Exam Simulator in order, while continuing with your review. The process of "test and review" allows for information to be retained, rather than simply memorizing questions.

We recommend setting a test date **prior** to completing Exam Simulator #3. Please check with your manager on establishing test dates. **We do recommend taking all three Exam Simulators in order 24-hours prior to the state examination.** These are questions which should be fresh in your mind, especially the state laws and regulations.