

**Annual Report of
Life Insurance Examinations
Calendar Year 2010**

OVERVIEW

This report was prepared according to the provisions of section 626.2415, Florida Statutes, and is published annually using data from Pearson VUE, the current contracted testing vendor.

626.2415 Annual report of results of life insurance examinations.—

- (1) No later than May 1 of each year, the department or a person designated by the department shall prepare, publicly announce, and publish a report that summarizes statistical information relating to life insurance agent examinations administered during the preceding calendar year.

The demographic information contained in this report was voluntarily submitted by applicants for the Life & Variable Annuity and Life, Health & Variable Annuity insurance agent licenses. The purpose of this report is to aid the Department in improving the quality and fairness of the insurance examinations.

SCOPE OF WORK

This report was developed for the Florida Department of Financial Services (DFS). It summarizes statistical information relating to the Life & Variable Annuity and Life, Health & Variable Annuity insurance examinations administered by Pearson VUE from January 2010 through December 2010.

METHODS

The data included in this report are for exams administered in 2010. For the Life & Variable Annuity insurance examination, five forms—V, W, X, Y, and Z—were active in 2010 and are covered by this report. A total of 5,319 candidates were administered this examination in 2010. For the Life, Health & Variable Annuity insurance examination, five forms—A, W, X, Y, and Z—were active in 2010 and are covered by this report. A total of 11,537 candidates were administered this examination in 2010.

Tables 2 and 4 include the following information for all examinees—combined and separately—by race or ethnicity, gender, race or ethnicity within gender, education level, native language, race or ethnicity within education level, and gender within education level:

1. The total number of examinees.
2. The percentage and number of examinees who passed.
3. The mean scaled score on the examination.
4. Standard deviation of scaled scores on the examination.

Tables 3 and 5 indicate the number of candidates who tested, correct answer rates, and point-biserial correlations for all candidates and separately by race or ethnicity for each test form.

Table 1. Life & Variable Annuity and Life, Health & Variable Annuity Examinees Combined

		Total	Passing Candidates	
			%	N
All Candidates		16856	50.7	8553
Race or Ethnicity				
	African American	3565	35.3	1259
	White	8336	62.5	5210
	American Indian	35	57.1	20
	Asian	405	45.4	184
	Hispanic	3842	40.1	1542
	Other	644	50	322
	No Response	29	55.2	16
Gender				
	Male	9229	54	4987
	Female	7452	46.6	3472
	No Response	175	53.7	94
Race or Ethnicity Within Gender				
Male				
	African American	1817	35.2	640
	White	4875	65.3	3186
	American Indian	22	50	11
	Asian	209	47.8	100
	Hispanic	2014	44	886
	Other	292	56.1	164
Female				
	African American	1724	35.3	609
	White	3447	58.4	2013
	American Indian	13	69.2	9
	Asian	195	42.5	83
	Hispanic	1773	35.8	635
	Other	300	41	123
No Response				
	African American	24	41.7	10
	White	14	78.5	11
	Asian	1	100	1
	Hispanic	55	38.1	21
	Other	52	67.3	35
	No Response	20	45.0	9

		Total	Passing Candidates	
Education Level				
	Some High School	101	34.6	35
	High School Degree	2539	35.4	900
	Some College	7411	44.1	3267
	College Degree	4935	62.8	3100
	Graduate Degree	1319	70.5	930
	No Response	551	58.2	321
Native Language				
	English	12988	53.3	6924
	Spanish	2040	38.2	780
	Other	885	38	336
	No Response	943	54.4	513
Race or Ethnicity Within Education Level				
Some High School	African American	26	76.9	2
	White	47	54	24
	Hispanic	25	28	7
	Other	3	66.7	2
High School Degree	African American	622	25.9	161
	White	1087	46.1	501
	American Indian	4	50.0	2
	Asian	61	32.8	20
	Hispanic	687	27.5	189
	Other	78	34.6	27
Some College	African American	1740	29.9	521
	White	3548	55	1951
	American Indian	19	57.9	11
	Asian	129	32.6	42
	Hispanic	1734	37.4	648
	Other	241	39	94
College Degree	African American	800	47.1	377
	White	2775	73.7	2044
	American Indian	8	50	4
	Asian	168	53.6	90
	Hispanic	1005	47.4	476
	Other	179	60.9	109
Graduate Degree	African American	277	52.3	145
	White	652	85.4	557
	American Indian	3	66.7	2

		Total	Passing Candidates	
	Asian	41	68.3	28
	Hispanic	313	56.9	178
	Other	33	60.6	20
No Response	African American	100	53	53
	White	227	58.6	133
	American Indian	1	100	1
	Asian	6	66.7	4
	Hispanic	78	54.4	44
	Other	110	63.6	70
	No Response	29	55.2	16
Gender Within Education Level				
Some High School	Male	54	42.6	23
	Female	44	25	11
	No Response	3	33.3	1
High School Diploma	Male	1280	36.9	472
	Female	1235	33.8	418
	No Response	24	41.2	10
Some College	Male	3995	45.9	1834
	Female	3377	42	1418
	No Response	39	38.5	15
College Degree	Male	2915	67.2	1960
	Female	1982	56.6	1121
	No Response	38	50	19
Graduate Degree	Male	761	73.4	559
	Female	549	65.9	362
	No Response	9	100	9
No Response	Male	224	62.1	139
	Female	265	53.6	142
	No Response	62	64.5	40

Table 2. Life & Variable Annuity Examinees

		Total	Passing Candidates		Scaled Score	
			%	N	Mean	SD
All Candidates		5319	44.0	2342	66.89	12.527
Race or Ethnicity						
	African American	1716	33.7	578	63.80	11.973
	White	1600	60.8	973	71.95	11.654
	American Indian	4	50.0	2	67.00	10.296
	Asian	123	36.6	45	64.47	13.866
	Hispanic	1667	39.0	650	65.35	12.466
	Other	200	43.5	87	66.90	11.465
	No Response	9	77.8	7	72.00	6.671
Gender						
	Male	2832	45.1	1278	67.32	12.571
	Female	2425	42.8	1038	66.45	12.403
	No Response	62	41.9	26	64.11	14.478
Race or Ethnicity Within Gender						
Male						
	African American	893	30.3	271	63.03	12.432
	White	911	61.6	561	72.27	11.507
	American Indian	3	33.3	1	64.33	10.786
	Asian	66	36.4	24	63.73	14.198
	Hispanic	873	43.0	375	66.61	12.018
	Other	86	53.5	46	69.55	10.428
Female						
	African American	816	37.5	306	64.72	11.330
	White	687	59.7	410	71.51	11.843
	American Indian	1	100.0	1	75.00	
	Asian	57	36.8	21	65.33	13.545
	Hispanic	768	34.9	268	64.04	12.741
	Other	96	33.3	32	64.69	11.415
No Response						
	African American	7	14.3	1	53.71	15.553
	White	2	100.0	2	80.50	9.192
	Asian					.
	Hispanic	26	26.9	7	61.62	14.651
	Other	18	50.0	9	66.00	14.242
Education Level						
	Some High School	59	28.8	17	59.75	15.327
	High School Degree	931	32.0	298	63.30	12.611
	Some College	2535	39.8	1009	65.83	11.754
	College Degree	1197	55.7	667	70.21	12.421

		Total	Passing Candidates		Scaled Score	
			%	N	Mean	SD
	Graduate Degree	393	59.8	235	71.33	13.147
	No Response	204	56.9	116	70.45	11.997
Native Language						
	English	3598	46.7	1680	67.83	12.076
	Spanish	1006	36.3	365	64.44	12.819
	Other	400	33.0	132	63.08	13.870
	No Response	315	52.4	165	68.77	12.869
Race or Ethnicity Within Education Level						
Some High School	African American	22	9.1	2	55.73	13.210
	White	19	52.6	10	68.47	9.873
	American Indian					
	Asian					
	Hispanic	18	27.8	5	55.44	18.897
	Other					
High School Degree	African American	303	23.1	70	60.64	12.538
	White	270	46.3	125	67.73	10.943
	American Indian					.
	Asian	23	26.1	6	61.65	12.499
	Hispanic	301	28.6	86	62.09	13.028
	Other	34	32.4	11	63.59	13.390
Some College	African American	884	30.9	273	63.22	11.310
	White	699	55.4	387	70.40	11.294
	American Indian	3	66.7	2	72.00	3.000
	Asian	51	27.5	14	61.98	13.293
	Hispanic	806	37.0	298	64.95	11.535
	Other	92	38.0	35	65.78	10.508
College Degree	African American	318	45.0	143	66.85	11.588
	White	428	72.7	311	75.27	11.196
	American Indian	1			52.00	
	Asian	34	55.9	19	70.85	11.623
	Hispanic	382	46.1	176	67.51	12.732
	Other	34	52.9	18	68.12	11.544
Graduate Degree	African American	122	45.9	56	66.77	11.803
	White	119	85.7	102	79.74	10.547
	American Indian					.
	Asian	15	40.0	6	62.80	18.517
	Hispanic	125	51.2	64	69.16	12.391
	Other	12	58.3	7	67.67	10.165
No Response	African American	67	50.7	34	68.51	13.529
	White	65	58.5	38	71.18	11.741
	American Indian					
	Asian					
	Hispanic	35	60.0	21	70.57	11.304
	Other	28	57.1	16	72.75	10.810

		Total	Passing Candidates		Scaled Score	
			%	N	Mean	SD
	No Response	9	77.8	7	72.00	6.671
Gender Within Education Level						
Some High School	Male	32	40.6	13	63.59	15.242
	Female	24	12.5	3	57.08	11.579
	No Response	3	33.3	1	40.00	27.622
High School Degree	Male	526	33.1	174	63.62	12.627
	Female	394	30.5	120	62.94	12.430
	No Response	11	36.4	4	60.55	18.140
Some College	Male	1348	39.7	535	66.00	11.871
	Female	1169	40.2	470	65.70	11.610
	No Response	18	22.2	4	60.72	11.691
College Degree	Male	633	60.7	384	71.57	12.099
	Female	555	50.5	280	68.73	12.680
	No Response	9	33.3	3	65.89	6.900
Graduate Degree	Male	214	57.9	124	71.50	12.781
	Female	177	61.6	109	71.11	13.678
	No Response	2	100.0	2	74.00	1.414
No Response	Male	79	60.8	48	70.75	13.051
	Female	106	52.8	56	70.08	11.520
	No Response	19	63.2	12	71.32	10.441

Table 3. Life & Variable Annuity Examination Performance by Form

		Form					Total
		1	2	3	4	5	
All Candidates	N	1065	1099	1027	1092	1036	5319
	Correct Answer Rate ^a	65.3	66.5	65.0	65.4	64.8	65.4
	Correlation ^b	0.28	0.27	0.25	0.26	0.26	0.27
African American	N	324	349	342	349	352	1716
	Correct Answer Rate ^a	63.1	63.7	62.5	62.7	62.5	62.9
	Correlation ^b	0.25	0.24	0.24	0.25	0.24	0.24
White	N	315	337	286	345	317	1600
	Correct Answer Rate ^a	70.0	71.0	69.0	69.0	69.8	69.8
	Correlation ^b	0.27	0.26	0.23	0.26	0.24	0.25
American Indian	N	1		1	1	1	4
	Correct Answer Rate ^a	72.7		67.3	71.4	52.7	66.0
	Correlation ^b						0.30
Asian	N	27	24	22	27	23	123
	Correct Answer Rate ^a	63.2	66.5	61.8	62.5	60.6	63.9
	Correlation ^b	0.27	0.29	0.28	0.27	0.31	0.29
Hispanic	N	354	346	327	332	308	1667
	Correct Answer Rate ^a	63.4	63.4	64.2	64.6	62.5	63.6
	Correlation ^b	0.28	0.27	0.25	0.26	0.25	0.26
Other	N	43	41	47	35	34	200
	Correct Answer Rate ^a	63.4	66.0	65.6	66.4	65.0	65.2
	Correlation ^b	0.29	0.24	0.25	0.24	0.26	0.26
No Response	N	1	2	2	3	1	9
	Correct Answer Rate ^a	69.1	77.0	64.3	67.6	68.2	69.2
	Correlation ^b		0.04	0.19	0.04		0.09

^aAverage percent correct for items on exam.

^bAverage point-biserial correlation for items on exam.

Table 4. Life, Health & Variable Annuity Examinees

	Total	Passing Candidates		Scaled Score	
		%	N	Mean	SD
All Candidates	11537	53.8	6211	104.78	17.304
Race or Ethnicity					
African American	1849	36.8	681	97.35	17.951
White	6736	62.9	4237	108.79	15.815
American Indian	31	58.1	18	107.32	12.262
Asian	282	49.3	139	102.52	17.212
Hispanic	2175	41.0	892	99.06	17.500
Other	444	52.9	235	104.07	17.347
No Response	20	45.0	9	104.40	14.233
Gender					
Male	6397	58.0	3709	106.44	16.893
Female	5027	48.4	2434	102.58	17.594
No Response	113	60.2	68	108.27	16.283
Race or Ethnicity Within Gender					
Male					
African American	924	39.9	369	98.55	17.894
White	3964	66.2	2625	110.01	15.693
American Indian	19	52.6	10	106.79	10.385
Asian	143	53.1	76	104.22	15.091
Hispanic	1141	44.8	511	101.03	16.610
Other	206	57.3	118	104.78	17.440
Female					
African American	908	33.4	303	96.05	17.849
White	2760	58.1	1603	107.02	15.833
American Indian	12	66.7	8	108.17	15.242
Asian	138	44.9	62	100.62	19.037
Hispanic	1005	36.5	367	96.70	18.279
Other	204	44.6	91	101.54	16.983
No Response					
African American	17	52.9	9	101.41	22.108
White	12	75.0	9	115.67	12.695
Asian	1	100.0	1	121.00	.
Hispanic	29	48.3	14	103.59	13.663
Other	34	76.5	26	115.00	14.493
No Response	20	45.0	9	104.40	14.233
Education Level					
Some High School	42	42.9	18	100.05	17.102
High School Degree	1608	37.4	602	97.78	18.094
Some College	4876	46.3	2258	101.83	16.428

		Total	Passing Candidates		Scaled Score	
			%	N	Mean	SD
	College Degree	3738	65.1	2433	109.41	16.253
	Graduate Degree	926	75.1	695	113.68	15.701
	No Response	347	59.1	205	105.56	17.783
Native Language						
	English	9390	55.8	5244	105.83	16.771
	Spanish	1034	40.1	415	98.15	18.676
	Other	485	42.1	204	98.78	19.224
	No Response	628	55.4	348	104.61	17.908
Race or Ethnicity Within Education Level						
Some High School	African American	4	.0	0	77.25	18.246
	White	28	50.0	14	103.75	16.579
	Hispanic	7	28.6	2	95.14	10.869
	Other	3	66.7	2	107.33	6.028
High School Degree	African American	319	28.5	91	92.35	19.880
	White	817	46.0	376	102.25	16.149
	American Indian	4	50.0	2	102.75	5.909
	Asian	38	36.8	14	99.84	16.408
	Hispanic	386	26.7	103	92.84	18.232
	Other	44	36.4	16	95.36	17.974
Some College	African American	856	29.0	248	95.28	16.728
	White	2849	54.9	1564	105.51	15.179
	American Indian	16	56.3	9	107.38	11.153
	Asian	78	35.9	28	97.31	16.714
	Hispanic	928	37.7	350	97.30	16.822
	Other	149	39.6	59	99.16	15.846
College Degree	African American	482	48.5	234	101.48	17.675
	White	2347	73.8	1733	113.17	14.519
	American Indian	7	57.1	4	109.71	11.011
	Asian	134	53.0	71	103.49	16.758
	Hispanic	623	48.2	300	103.00	16.524
	Other	145	62.8	91	107.90	16.741
Graduate Degree	African American	155	57.4	89	105.28	16.367
	White	533	85.4	455	118.48	13.187
	American Indian	3	66.7	2	103.33	27.209
	Asian	26	84.6	22	117.54	13.785
	Hispanic	188	60.6	114	106.96	16.402
	Other	21	61.9	13	110.90	16.059
No Response	African American	33	57.6	19	104.18	12.824
	White	162	58.6	95	105.23	18.915

		Total	Passing Candidates		Scaled Score	
			%	N	Mean	SD
	American Indian	1	100.0	1	120.00	.
	Asian	6	66.7	4	100.50	15.909
	Hispanic	43	53.5	23	102.14	18.837
	Other	82	65.9	54	109.02	17.419
	No Response	20	45.0	9	104.40	14.233
Gender Within Education Level						
Some High School	Male	22	45.5	10	102.45	16.552
	Female	20	40.0	8	97.40	17.727
High School Degree	Male	754	39.5	298	98.43	17.515
	Female	841	35.4	298	97.12	18.466
	No Response	13	46.2	6	103.00	25.245
Some College	Male	2647	49.1	1299	102.97	16.100
	Female	2208	42.9	948	100.41	16.737
	No Response	21	52.4	11	106.52	12.750
College Degree	Male	2282	69.1	1576	110.98	15.803
	Female	1427	58.9	841	106.98	16.684
	No Response	29	55.2	16	104.79	14.487
Graduate Degree	Male	547	79.5	435	115.55	14.546
	Female	372	68.0	253	110.83	16.996
	No Response	7	100.0	7	119.43	5.412
No Response	Male	145	62.8	91	106.22	17.569
	Female	159	54.1	86	103.41	18.152
	No Response	43	65.1	28	111.26	15.970

Table 5. Life, Health & Variable Annuity Examination Performance by Form

		Form					Total
		1	2	3	4	5	
All Candidates	N	2276	2303	2375	2266	2317	11537
	Correct Answer Rate ^a	69.9	70.6	69.8	69.8	69.7	70.0
	Correlation ^b	0.24	0.24	0.24	0.24	0.24	0.24
African American	N	363	368	400	350	368	1849
	Correct Answer Rate ^a	64.9	64.8	65.4	65.8	65.0	65.2
	Correlation ^b	0.24	0.22	0.26	0.23	0.23	0.24
White	N	1314	1362	1360	1343	1357	6736
	Correct Answer Rate ^a	72.5	73.5	72.3	72.3	72.3	72.6
	Correlation ^b	0.22	0.22	0.22	0.23	0.23	0.23
American Indian	N	7	6	7	7	4	31
	Correct Answer Rate ^a	71.3	73.2	72.0	72.9	66.3	71.1
	Correlation ^b	0.16	0.21	0.15	0.13	0.35	0.20
Asian	N	55	51	54	57	65	282
	Correct Answer Rate ^a	67.4	69.5	67.9	68.6	68.7	68.4
	Correlation ^b	0.18	0.20	0.25	0.26	0.28	0.23
Hispanic	N	437	426	442	424	446	2175
	Correct Answer Rate ^a	66.0	66.6	66.4	65.3	66.5	66.2
	Correlation ^b	0.23	0.25	0.23	0.23	0.24	0.24
Other	N	96	86	105	82	75	444
	Correct Answer Rate ^a	71.1	70.9	69.2	69.4	66.4	69.4
	Correlation ^b	0.24	0.24	0.24	0.23	0.24	0.24
No Response	N	4	4	7	3	2	20
	Correct Answer Rate ^a	74.2	63.8	75.6	65.1	60.7	67.9
	Correlation ^b	0.24	0.19	0.24	-0.16	0.03	0.13

^a Average percent correct for items on exam.

^b Average point-biserial correlation for items on exam.