### Annual Performance Report, FY 2012-13

**Insurance System of TN, Kaplan Financial, Nashville, TN (1386)**

#### Program Enrollment

<table>
<thead>
<tr>
<th>Total</th>
<th>Series 6 Classroom</th>
<th>Series 65</th>
<th>Series 66</th>
<th>Series 7</th>
<th>Tennessee Health Only</th>
<th>Tennessee Life, Accident and Health</th>
<th>Tennessee Life</th>
<th>Tennessee Property and Casualty</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,056</td>
<td>48</td>
<td>33</td>
<td>40</td>
<td>58</td>
<td>64</td>
<td>366</td>
<td>153</td>
<td>294</td>
</tr>
</tbody>
</table>

#### Withdrawal Summary

- **Special Circumstance Withdrawals**
  - Number of Withdrawals: 0
  - Withdrawal Rate: 0.0%

#### Completion Summary

- **Number Not Currently Enrolled**: 1,055
- **Number of Completions**: 1,055
- **Completion Rate**: 100.0%

#### Placement Summary

- **Special Circumstance Non-Placements**
  - Number Placeable: 1,055
  - Number Placed In-Field: 897
  - In-Field Placement Rate: 92.5%
  - Number Placed: 887
  - Placement Rate: 92.5%

#### Student Demographics

- **Race**
  - Caucasian: 887 (84.0%)
  - African-American: 85 (16.0%)
  - Hispanic: 33 (3.1%)
  - Other/Unknown: 51 (4.8%)

- **Gender**
  - Male: 548 (51.9%)
  - Female: 507 (48.1%)

- **Age**
  - Under 25: 174 (16.8%)
  - 25 and Over: 860 (73.2%)

#### Notes

- N/A: Not applicable or less than 10 students enrolled in the program.