

**Portion Statistics Cumulative**  
**MICHIGAN DEPARTMENT OF INSURANCE AND FINANCIAL SERVICES**

From: 1/1/2023 To: 12/31/2023

|   |              | Pass |       | Fail |        | Total |
|---|--------------|------|-------|------|--------|-------|
|   |              | N    | %     | N    | %      | N     |
| MI Accident and Health Counselor                                  | First Time   | 2    | 7.41  | 23   | 85.19  | 27    |
|   | Repeat       | 0    | 0.00  | 11   | 100.00 | 11    |
|   | <b>Total</b> | 2    | 5.26  | 34   | 89.47  | 38    |
| MI Accident and Health Producer                                   | First Time   | 360  | 49.18 | 368  | 50.27  | 732   |
|   | Repeat       | 174  | 32.46 | 361  | 67.35  | 536   |
|   | <b>Total</b> | 534  | 42.11 | 729  | 57.49  | 1268  |
| MI Casualty Producer/Solicitor                                    | First Time   | 47   | 32.64 | 95   | 65.97  | 144   |
|   | Repeat       | 14   | 21.54 | 51   | 78.46  | 65    |
|   | <b>Total</b> | 61   | 29.19 | 146  | 69.86  | 209   |
| MI Credit Insurance Producer                                      | First Time   | 99   | 42.86 | 131  | 56.71  | 231   |
|   | Repeat       | 86   | 24.02 | 271  | 75.70  | 358   |
|   | <b>Total</b> | 185  | 31.41 | 402  | 68.25  | 589   |
| MI Independent Adjuster with<br>Workers Compensation Authority    | First Time   | 118  | 56.19 | 91   | 43.33  | 210   |
|   | Repeat       | 58   | 30.85 | 130  | 69.15  | 188   |
|   | <b>Total</b> | 176  | 44.22 | 221  | 55.53  | 398   |
| MI Independent Adjuster without<br>Workers Compensation Authority | First Time   | 151  | 62.14 | 91   | 37.45  | 243   |
|   | Repeat       | 70   | 42.17 | 96   | 57.83  | 166   |
|   | <b>Total</b> | 221  | 54.03 | 187  | 45.72  | 409   |
| MI Life Counselor   | First Time   | 1    | 7.69  | 12   | 92.31  | 13    |
|   | Repeat       | 3    | 37.50 | 5    | 62.50  | 8     |
|   | <b>Total</b> | 4    | 19.05 | 17   | 80.95  | 21    |
| MI Life Producer  | First Time   | 1664 | 55.39 | 1336 | 44.47  | 3004  |
|   | Repeat       | 694  | 36.91 | 1185 | 63.03  | 1880  |
|   | <b>Total</b> | 2360 | 48.27 | 2524 | 51.63  | 4889  |
| MI Life, Accident and Health Producer                             | First Time   | 2367 | 52.88 | 2101 | 46.94  | 4476  |
|   | Repeat       | 1217 | 32.87 | 2482 | 67.03  | 3703  |
|   | <b>Total</b> | 3588 | 43.81 | 4589 | 56.03  | 8190  |
| MI Life, Variable Life and Annuities Producer                     | First Time   | 176  | 68.48 | 80   | 31.13  | 257   |
|   | Repeat       | 58   | 70.73 | 24   | 29.27  | 82    |
|   | <b>Total</b> | 234  | 69.03 | 104  | 30.68  | 339   |
| MI Limited Lines Property and<br>Casualty Producer/Solicitor      | First Time   | 28   | 26.92 | 74   | 71.15  | 104   |
|   | Repeat       | 15   | 21.74 | 54   | 78.26  | 69    |
|   | <b>Total</b> | 43   | 24.86 | 128  | 73.99  | 173   |
| MI Personal Lines Producer/Solicitor                              | First Time   | 188  | 53.71 | 162  | 46.29  | 350   |
|   | Repeat       | 96   | 26.97 | 260  | 73.03  | 356   |
|   | <b>Total</b> | 284  | 40.23 | 422  | 59.77  | 706   |

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|   |              | Pass |       | Fail |       | Total |
|---|--------------|------|-------|------|-------|-------|
|   |              | N    | %     | N    | %     | N     |
| MI Property and Casualty Counselor          | First Time   | 8    | 28.57 | 20   | 71.43 | 28    |
|   | Repeat       | 3    | 18.75 | 13   | 81.25 | 16    |
|   | <b>Total</b> | 11   | 25.00 | 33   | 75.00 | 44    |
| MI Property and Casualty Producer/Solicitor | First Time   | 1191 | 46.14 | 1388 | 53.78 | 2581  |
|   | Repeat       | 994  | 26.85 | 2703 | 73.01 | 3702  |
|   | <b>Total</b> | 2186 | 34.76 | 4095 | 65.12 | 6288  |
| MI Property Producer/Solicitor              | First Time   | 21   | 44.68 | 26   | 55.32 | 47    |
|   | Repeat       | 11   | 20.00 | 44   | 80.00 | 55    |
|   | <b>Total</b> | 32   | 31.37 | 70   | 68.63 | 102   |
| MI Public Adjuster                          | First Time   | 13   | 56.52 | 10   | 43.48 | 23    |
|   | Repeat       | 10   | 40.00 | 14   | 56.00 | 25    |
|   | <b>Total</b> | 23   | 47.92 | 24   | 50.00 | 48    |
| MI Surety and Fidelity Producer/Solicitor   | First Time   | 5    | 23.81 | 16   | 76.19 | 21    |
|   | Repeat       | 12   | 36.36 | 21   | 63.64 | 33    |
|   | <b>Total</b> | 17   | 31.48 | 37   | 68.52 | 54    |
| MI Surplus Lines Producer                   | First Time   | 14   | 37.84 | 23   | 62.16 | 37    |
|   | Repeat       | 17   | 51.52 | 16   | 48.48 | 33    |
|   | <b>Total</b> | 31   | 44.29 | 39   | 55.71 | 70    |
| MI Title Insurance Producer/Solicitor       | First Time   | 108  | 60.34 | 70   | 39.11 | 179   |
|   | Repeat       | 54   | 49.09 | 55   | 50.00 | 110   |
|   | <b>Total</b> | 162  | 56.06 | 125  | 43.25 | 289   |
| MI Variable Life and Annuities Producer     | First Time   | 281  | 69.21 | 123  | 30.30 | 406   |
|   | Repeat       | 124  | 67.03 | 61   | 32.97 | 185   |
|   | <b>Total</b> | 405  | 68.53 | 184  | 31.13 | 591   |