



First Financial Security

**Your Path to Success
Starts Here**





The A.D. Banker Difference

For more than 44 years, insurance and securities prelicensing candidates have trusted A.D. Banker to provide them with the information needed to pass insurance and FINRA licensing exams, and support them through their entire career. Courses are cross-referenced with the exam content outline to ensure candidates receive what they need to know to produce outstanding results for Life & Health, Property & Casualty, Adjuster and Limited Lines, and Securities exams. Content is presented through multiple, specialized modes of learning, online multimedia courses, and live webinars. All students have access to our team of experts, who are ready to dive deeper into material topics, answer questions, and provide additional examples. Once licensed, producers and financial advisors can meet their continuing education requirements while satisfying state-specific requirements via classes, webinars, or online self-study courses.

We make our clients' success attainable. Our students keep coming back and our business partnerships stand strong. It shows in our longevity and in our:

- Commitment to industry-leading pass rates
- Longstanding history with regulatory bodies
- Industry experts and quality content
- Business tracking portal

A.D. Banker courses are streamlined, fully integrated with video content, and guide students through the content in an intuitive order. All packages include help from subject matter experts. Students can pass the exam in as little as 60 days with A.D. Banker study plans while many competitors can take up to 12 months, significantly improving recruit retention.

A.D. Banker for Business, a B2Bspecific service and portal, helps organizations manage their licensure programs more efficiently by allowing them to auto-enroll, train, and certify hundreds of their employees from a centralized place. A.D. Banker serves to lighten the load managers carry.



44+ Years in Business	✓
Industry-Best Business Portal	✓
White Glove Customer Service & Account Team	✓
Thought Leadership	✓
Speed to Content Updates	✓
Customized Roadmap (study calendar)	✓
Tutoring	✓
Exam Prep Web Class	✓



Over 90% of A.D. Banker prelicensing students pass their state exam.*



One Solution. Guaranteed Results.

Get your Insurance License and all of your CE credits with one provider. **A.D. Banker** is your one solution for all your licensing needs!

[Enroll FFS back office Single Sign On](#)

FFS discount applied at checkout



Prelicensing Online Course

Pass your state's insurance exams the first attempt. Life/Health, Life Only, Health Only included in FFS Membership

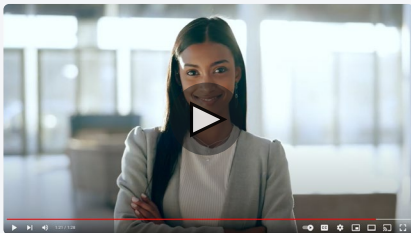
- Simulated Practice Exams
- Video Lessons
- Integrated Activities
- Mobile Friendly



Continuing Education Subscription

Meet your state's CE requirements with relevant courses offered in engaging formats that make renewing your license quick and easy

- 1 year access to entire CE library
- Instant exam grading - free retakes
- Daily reporting
- Includes AML, LTC, Annuity Suitability, and Ethics



Accelerate Your Insurance Career

Ready to start or expand your career as an insurance agent or claims adjuster?

[Click Here](#) to learn more!





Top Recruiter Award

Presented by A.D. Banker

\$500 Award presented at FFS Leaders Convention

FFS Recruiter Award is presented to the agent who has the most number of recruits pass the licensing exam and become licensed agents.

- Must be an A.D. Banker student and become a licensed agent
- Recruits will enroll through FFS back office



7 Strategies for Success

Pass Your Insurance Licensing Exam on the First Try

STEP 1: Know the Truth About the Exam

The licensing exams are notoriously challenging and cover a lot of information. You will see questions regarding detailed policy concepts, product-specific procedures, general industry information, and state-specific statutes and regulations.

STEP 2: Discover Your Learning Style

There are a variety of learning styles. Do you know yours? When you know how you learn best, you can adapt your habits to make your studying more effective. Knowing your learning style can also help you select an exam prep course that works for you.

In 1987, Neil Fleming identified the 4 core learning styles that are widely recognized today:



Visual

You learn best by seeing a demonstration.



Auditory

You learn best by hearing an explanation.



Read/Write

You learn best by reading the explanation or writing it down.



Kinesthetic

You learn best by actively participating.

STEP 3: **Commit to a Prelicensing Exam Prep Course**

Investing in a prelicensing education and exam prep course is a powerful way to ensure you pass the exam on your first attempt. Prelicensing courses give you foundational knowledge, study material, practice questions and exams, and everything else you need to prepare.



Did you know?

A.D. Banker has a support team to answer content questions, especially if you need topics broken down for further explanation. They're here to help you feel confident in your knowledge!

STEP 4: **Set a Deadline/Goal**

We found that candidates experience more success when they steadily work toward a goal. Selecting a date for your licensing exam before you start studying can prevent procrastination and help you plan your study habits based on a deadline.

If you do not feel quite ready when the exam day gets close, you can then reschedule the exam for another day. Typically, the testing provider requires 24-48 hours of notice to reschedule.

STEP 5: **Study, Test, Evaluate, Repeat**

Once you're enrolled in your course, it is crucial that you actively study the material. One of the biggest pitfalls we've seen is that candidates spend most of their time trying to memorize the practice questions instead of reading the material. Ideally, you should spend twice as much time studying than you do testing. If you do not feel quite ready when the exam day gets close, you can then reschedule the exam for another day. Typically, the testing provider requires 24-48 hours of notice to reschedule.

Practice questions, quizzes, and exams are strong methods of assessing your comprehension of the material. After you take a practice quiz or exam, you can evaluate the questions you missed and the ones you guessed.



For the most success, we recommend you follow this strategy:



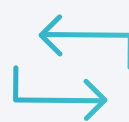
Study



Test



Evaluate



Repeat



STEP 6: Get Ready For Exam Day

You've studied, taken a full-length practice exam, and now it's time to take the licensing exam. To ensure exam day goes smoothly, make sure you make everything you need the day before, such as a valid certificate of completion if your state requires it. Get a good night's rest and eat well.



In-Person Exam Reminders

- Check how far the testing center is from your home – you'll be locked out of the exam if you arrive late.
- The check-in process can take 15-30 minutes, so plan accordingly.
- Have a government ID card with you.
- Personal items must be left in your car.



Remote Exam Reminders

- When you take a remote exam, you must be alone in an empty room.
- You must have a computer with a microphone and web cam.
- Remote exams require you to download the testing software. This is available on your testing provider's website (i.e., Pearson VUE, Prometric, PSI). Download this software before the exam to make sure there aren't technical issues.
- Have a government ID card ready when you test.



STEP 7: Take the Exam With Confidence

Follow these simple test-taking tips to beat test anxiety.

- **Reach each question twice.** Do not read the answers until you understand the question.
- Look for **key words** in the question, such as "MUST," "ALL," "NONE," AND "EXCEPT".
- **Read all the answer choices** before selecting an answer.
- **Eliminate similar answers.** If you mean the same thing, they're not the answer!
- **Select the best answer** given the information the question provides.
- Do not change an answer unless you are absolutely sure you know the correct answer. **Your instincts are better than you think!**
- Only spend **1-2 minutes on each question** so you have time to answer them all.
- When you guess at an answer use the **process of elimination** to increase your odds.



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Life & Health Insurance: 5-Day RoadMap

Putting you in a position to pass your licensing exam.

- Meet with your trainer as a group 2-3 time during the week
- Schedule your exam for Day 6
- Read or listen to content slides
- Answer and review retention questions
- Watch videos
- Complete activities
- Pass chapter review exam with a minimum of 80% (3 times)
- Review all chapter questions and rationales

DAY			COMPLETE CHAPTER	TAKE CHAPTER EXAM
1	Chapter 1	General Insurance	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 2	Life Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
2	Chapter 4	Life Policy Provisions and Options	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 7	Federal Tax Considerations and Retirement Plans	<input type="checkbox"/>	<input type="checkbox"/>
3	Chapter 8	Health Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 9	Healthcare Plans and Concepts	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 10	Disability Income	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 11	Senior Needs	<input type="checkbox"/>	<input type="checkbox"/>
4	Chapter 12	Individual Policy Provisions	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 13	Group Health Insurance	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 14	State Law	<input type="checkbox"/>	<input type="checkbox"/>
5	Comprehensive Exam	Score ____% Score ____% Score ____%		<input type="checkbox"/>
	Certification Exam	If Applicable		<input type="checkbox"/>
	Course Review	Review Content, Questions and Notes		<input type="checkbox"/>



Life Insurance: 5-Day RoadMap

Putting you in a position to pass your licensing exam.

- Meet with your trainer as a group 2-3 time during the week
- Schedule your exam for Day 6
- Read or listen to content slides
- Answer and review retention questions
- Watch videos
- Complete activities
- Pass chapter review exam with a minimum of 80% (3 times)
- Review all chapter questions and rationales

DAY			COMPLETE CHAPTER	TAKE CHAPTER EXAM
1	Chapter 1	General Insurance	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 2	Life Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
2	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 4	Life Policy Provisions and Options	<input type="checkbox"/>	<input type="checkbox"/>
3	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
4	Chapter 7	Federal Tax Considerations and Retirement Plans	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 8	State Law	<input type="checkbox"/>	<input type="checkbox"/>
5	Comprehensive Exam	Score ____% Score ____% Score ____%		<input type="checkbox"/>
	Certification Exam	If Applicable		<input type="checkbox"/>
	Course Review	Review Content, Questions and Notes		<input type="checkbox"/>



Life & Health Insurance: 7-Day RoadMap

Putting you in a position to pass your licensing exam.

- Meet with your trainer as a group 2-3 time during the week
- Schedule your exam for Day 6
- Read or listen to content slides
- Answer and review retention questions
- Watch videos
- Complete activities
- Pass chapter review exam with a minimum of 80% (3 times)
- Review all chapter questions and rationales

DAY			COMPLETE CHAPTER	TAKE CHAPTER EXAM
1	Chapter 1	General Insurance	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 2	Life Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
2	Chapter 4	Life Policy Provisions and Options	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 7	Federal Tax Considerations and Retirement Plans	<input type="checkbox"/>	<input type="checkbox"/>
3	Chapter 8	Health Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 9	Healthcare Plans and Concepts	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 10	Disability Income	<input type="checkbox"/>	<input type="checkbox"/>
4	Chapter 11	Senior Needs	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 12	Individual Policy Provisions	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 13	Group Health Insurance	<input type="checkbox"/>	<input type="checkbox"/>
5	Chapter 14	State Insurance Law	<input type="checkbox"/>	<input type="checkbox"/>
	Comprehensive Exam	Score ____%		<input type="checkbox"/>
	Review	Review Content, Questions and Notes		<input type="checkbox"/>
6	Certification Exam	If Applicable		<input type="checkbox"/>
	Review	Chapters 1-7, Complete Chapter Exams		<input type="checkbox"/>
	Comprehensive Exam	Score ____%		<input type="checkbox"/>
7	Review	Chapters 8-14, Complete Chapter Exams		<input type="checkbox"/>
	Comprehensive Exam	Score ____%		<input type="checkbox"/>





Life Insurance: 7-Day RoadMap

Putting you in a position to pass your licensing exam.

- Meet with your trainer as a group 2-3 time during the week
- Schedule your exam for Day 6
- Read or listen to content slides
- Answer and review retention questions
- Watch videos
- Complete activities
- Pass chapter review exam with a minimum of 80% (3 times)
- Review all chapter questions and rationales

DAY			COMPLETE CHAPTER	TAKE CHAPTER EXAM
1	Chapter 1	General Insurance	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 2	Life Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
2	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
3	Chapter 4	Life Policy Provisions and Options	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
4	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 7	Federal Tax Considerations and Retirement Plans	<input type="checkbox"/>	<input type="checkbox"/>
5	Chapter 8	State Law	<input type="checkbox"/>	<input type="checkbox"/>
	Comprehensive Exam	Score ____%		<input type="checkbox"/>
	Review	Review Content, Questions and Notes		<input type="checkbox"/>
6	Certification Exam	If Applicable		<input type="checkbox"/>
	Review	Chapters 1-4, Complete Chapter Exams		<input type="checkbox"/>
7	Comprehensive Exam	Score ____%		<input type="checkbox"/>
	Review	Chapters 5-8, Complete Chapter Exams		<input type="checkbox"/>
	Comprehensive Exam	Score ____%		<input type="checkbox"/>





Life & Health Insurance: 14-Day RoadMap

Putting you in a position to pass your licensing exam.

- Meet with your trainer as a group 2-3 time during the week
- Schedule your exam for Day 6
- Read or listen to content slides
- Answer and review retention questions
- Watch videos
- Complete activities
- Pass chapter review exam with a minimum of 80% (3 times)
- Review all chapter questions and rationales

DAY			COMPLETE CHAPTER	TAKE CHAPTER EXAM
1	Chapter 1	General Insurance	<input type="checkbox"/>	<input type="checkbox"/>
2	Chapter 2	Life Basics	<input type="checkbox"/>	<input type="checkbox"/>
3	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
4	Chapter 4	Life Policy Provisions and Options	<input type="checkbox"/>	<input type="checkbox"/>
5	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
6	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
7	Chapter 7	Federal Tax Considerations and Retirement Plans	<input type="checkbox"/>	<input type="checkbox"/>
8	Chapter 8	Health Basics	<input type="checkbox"/>	<input type="checkbox"/>
9	Chapter 9	Medical Expense Plans and Concepts	<input type="checkbox"/>	<input type="checkbox"/>
10	Chapter 10	Disability Income	<input type="checkbox"/>	<input type="checkbox"/>
11	Chapter 11	Senior Needs	<input type="checkbox"/>	<input type="checkbox"/>
12	Chapter 12	Individual Policy Provisions	<input type="checkbox"/>	<input type="checkbox"/>
13	Chapter 13	Group Health Insurance	<input type="checkbox"/>	<input type="checkbox"/>
14	Chapter 14	Health Concepts and Tax Considerations	<input type="checkbox"/>	<input type="checkbox"/>
	Chapter 15	State Insurance Law	<input type="checkbox"/>	<input type="checkbox"/>
15	Comprehensive Exam Review	Score ____%		<input type="checkbox"/>
	Certification Exam	Review Content, Questions and Notes If Applicable		<input type="checkbox"/>
16	Review	Chapters 1-7		<input type="checkbox"/>
17	Comprehensive Exam	Score ____%		<input type="checkbox"/>
18	Review	Chapters 1-15		<input type="checkbox"/>
19	Comprehensive Exam	Score ____%		<input type="checkbox"/>



Life Insurance: 14-Day RoadMap

Putting you in a position to pass your licensing exam.

- Meet with your trainer as a group 2-3 time during the week
- Schedule your exam for Day 6
- Read or listen to content slides
- Answer and review retention questions
- Watch videos
- Complete activities
- Pass chapter review exam with a minimum of 80% (3 times)
- Review all chapter questions and rationales

DAY			COMPLETE CHAPTER	TAKE CHAPTER EXAM
1	Chapter 1	General Insurance	<input type="checkbox"/>	<input type="checkbox"/>
2	Chapter 2	Life Insurance Basics	<input type="checkbox"/>	<input type="checkbox"/>
3	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
4	Chapter 3	Types of Policies and Riders	<input type="checkbox"/>	<input type="checkbox"/>
5	Chapter 4	Life Policy Provisions and Options	<input type="checkbox"/>	<input type="checkbox"/>
6	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
7	Chapter 5	Annuities	<input type="checkbox"/>	<input type="checkbox"/>
8	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
9	Chapter 6	Markets and Social Security	<input type="checkbox"/>	<input type="checkbox"/>
10	Chapter 7	Federal Tax Considerations and Retirement Plans	<input type="checkbox"/>	<input type="checkbox"/>
11	Chapter 8	State Law	<input type="checkbox"/>	<input type="checkbox"/>
12	Comprehensive Exam Review Certification Exam	Score ____% Review Content, Questions and Notes If Applicable	<input type="checkbox"/>	<input type="checkbox"/>
13	Review Comprehensive Exam	Chapters 1-4 Score ____%	<input type="checkbox"/>	<input type="checkbox"/>
14	Review Comprehensive Exam	Chapters 5-8 Score ____%	<input type="checkbox"/>	<input type="checkbox"/>

