

Manager Dashboard & Best Practices

Keys to Increasing Pass Rates

Passing is dependent on three primary factors:

1. Completion of the study process (calendar compliance)
 - Understand the various study tools
 - Understand how to effectively use them (best practices)
 - Proper pacing to ensure completion (study calendar)
2. Mastery of the material (targeted study)
 - Key performance measurements (final exams versus progress exams)
 - Scores that indicate mastery
3. Early and actionable reporting
 - Early intervention
 - Corrective action

Student Readiness Report – Dashboard

The Student Readiness Report measures your students' pace and performance and lets your team know which students require intervention before they sit for their exam.

Helpful hint: Use the boxes at the top of the report to filter by five key risk factors:

1. Total Students
2. Not Started
3. High Risk
4. On Track
5. Low Risk

Custom Student At-Risk Auto-Delivery Report with Remediation Recommendation

- **Calendar Compliance**
Student activity is not aligned to course calendar
- **Targeted Study**
If student activity is aligned to course calendar, but exam scores are below 65%, suggested *Targeted Study* is recommended.

FIRST NAME	LAST NAME	EMAIL ADDRESS	GROUP NAME	LAST ACTIVE	RISK LEVEL	REMEDATION RECOMMENDATION
			My Students	Not Started	NOT STARTED	Start Studies
			My Students	Not Started	NOT STARTED	Start Studies
			My Students	08/14/2018	HIGH RISK	Calendar Compliance
			My Students	07/16/2018	HIGH RISK	Calendar Compliance
			My Students	Not Started	NOT STARTED	Start Studies
			My Students	Not Started	NOT STARTED	Start Studies
			My Students	Not Started	NOT STARTED	Start Studies
			My Students	08/22/2018	HIGH RISK	Calendar Compliance
			Holding Classes	10/18/2018	ON TRACK	None
			Holding Classes	11/21/2018	LOW RISK	Targeted Study
			Holding Classes	02/20/2019	HIGH RISK	Targeted Study
			My Students	Not Started	NOT STARTED	Start Studies
			Holding Classes	10/17/2018	HIGH RISK	Calendar Compliance
			My Students	Not Started	NOT STARTED	Start Studies

Student Readiness Summary Report with Remediation

Student At-Risk Report

- Auto-Email Delivery
- Summary Page for Fast At-Risk Student Identification
- Detail Page for At-Risk KPI Visibility
- At-Risk Remediation Recommendations
- **Customize and Update KPIs with student pass rates data**

Student Name

Curriculum Calendar Name	At Risk Level	Remediation Recommendation
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	High Risk	Targeted Study
SIE 4-Week Calendar	High Risk	Targeted Study, Calendar Compliance
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	High Risk	Targeted Study, Calendar Compliance
SIE 4-Week Calendar	High Risk	Calendar Compliance
SIE 4-Week Calendar	Low Risk	Targeted Study
SIE 4-Week Calendar	Low Risk	Calendar Compliance
SIE 4-Week Calendar	Low Risk	Calendar Compliance
SIE 4-Week Calendar	Low Risk	Targeted Study
SIE 4-Week Calendar	Low Risk	Calendar Compliance
SIE 4-Week Calendar	Low Risk	Targeted Study, Calendar Compliance
SIE 4-Week Calendar	Low Risk	Calendar Compliance
SIE 4-Week Calendar	Not Started	Start Studies
SIE 4-Week Calendar	Not Started	Start Studies
SIE 4-Week Calendar	Not Started	Start Studies
SIE 4-Week Calendar	Not Started	Start Studies
SIE 4-Week Calendar	Not Started	Start Studies
SIE 4-Week Calendar	On Track	None
SIE 4-Week Calendar	On Track	None
SIE 4-Week Calendar	On Track	None
SIE 4-Week Calendar	On Track	None
SIE 4-Week Calendar	On Track	None

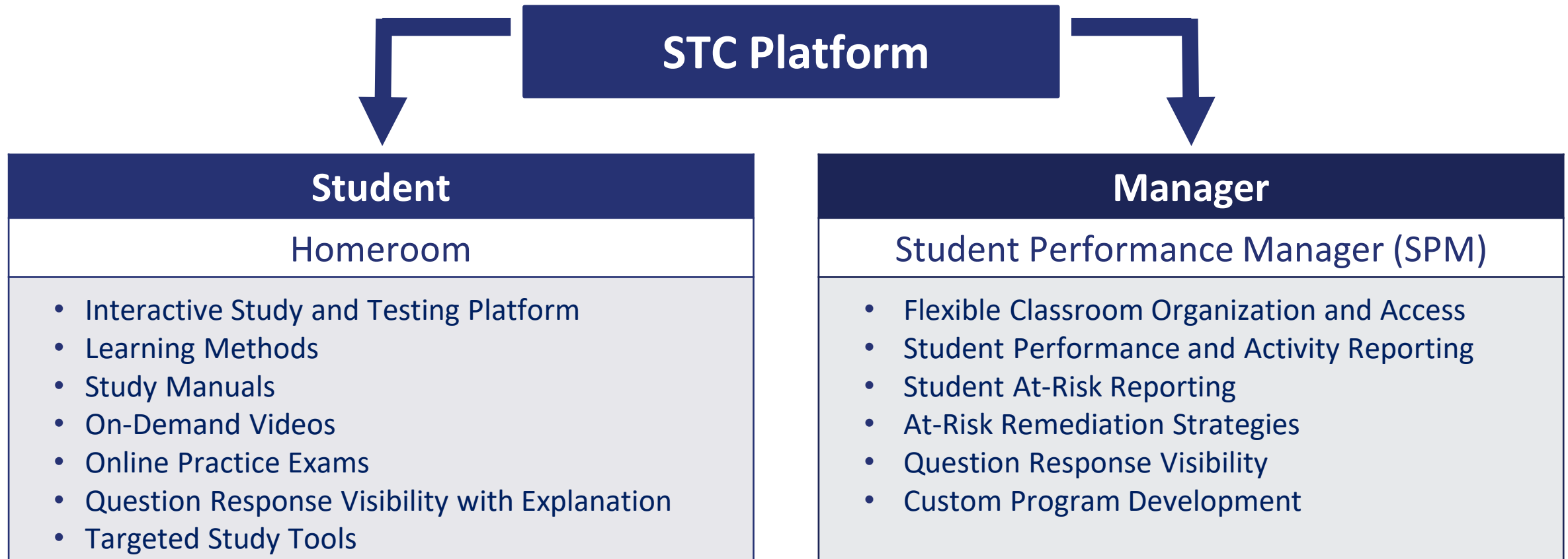
Keep in Mind:

- STC's Readiness Report measures performance and course calendar pace. In the event the student is pacing behind, the readiness report identifies them as "At-Risk."

STC Platform – Powering the Program

Keep in Mind:

- **Platform Experience** - STC regularly consults with industry experts and conducts A/B tests for Best-In-Class platform user experience.
 - STC platform is mobile optimized and easy to navigate



Proven Best Practices – Study Process

View On-Demand Video
for Chapter 1



Read Chapter 1
of Study Manual



Complete Flashcards
for Chapter 1



Create 10-Question Custom Exam
for Chapter 1

Repeat these steps through the beginning chapters and then complete the first Progress Exam

Continue this process until all Chapters and Progress Exams have been completed

After all chapters are completed, begin taking the Final Examinations

Partners' Reports on First-Time Pass Rates:

- SIE = 95%
- Series 7 Top-Off = 90%
- Series 66 = 93%

STC Learning and Evaluation Exams

Learning Exams

- Final Examinations
 - Comprehensive exams covering all chapters
 - Show Explanations button may be turned ON or OFF
 - Final Exams can be taken 8 times each
 - “My Scores” shows Diagnostics by Chapter
- Create a Custom Exam feature
 - An unlimited number of Custom Exams can be taken

Evaluation Exams

- A/B Progress Exams
 - Each exam covers specific chapters
 - Explanations are provided upon completion
 - Progress Exams can only be taken once
- Greenlight Exams
 - Comprehensive exams used to gauge readiness
 - Explanations are provided upon completion
 - Greenlight Exams can only be taken once

Targeted Study Tools

- On-Demand Videos
- Online Flashcards by Topic
- Custom Exams by Topic
- Exam Review by Response

STC PLATFORM

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graph TD; A[STC PLATFORM] --> B[Student Performance Manager (SPM)];
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**Student Performance
Manager (SPM)**

STC Leading the Way

SPM – Manager’s Association Hierarchy

The screenshot displays the SPM interface with a 'Schedule Report' dialog box open. The dialog box contains the following steps:

1. What kind of report is this?
Select a Report Type...
2. What Students will be in this report?
All Groups
3. Who will this report go to?
Enter emails separated by a comma and press enter.
4. When will they not need this report anymore?
In 2 weeks
5. How often will they get it?
Daily Weekly Monthly

The dialog box also includes 'Cancel' and '+ Add Report' buttons at the bottom.

- STC provides flexible grouping and reporting alignment.
- Reports can be aligned by Manager, Region, Course of Study, Student Cohort or Division and are exportable to Excel and CSV.

SPM – Reporting

The **Student Performance Manager Reports** can show all current active students by class

Select the report for format:

- **Snapshot:** Average scores and exams completed
- **Activities:** Filter on effort over a defined time frame
- **Student Progress:** View percentage of exams completed versus peers
- **Enrollment:** Review the status of current LAH and CE enrollees
- **Readiness:** Tracks student's pace and performance

Students can be filtered by location

The system can sort by class or search by student's last name

The screenshot shows the SPM Reporting interface. At the top, there are navigation links for HOME and STUDENTS, and a COLIBRI logo. A dropdown menu for 'REPORTS' is open, listing: SNAPSHOT, ACTIVITIES, STUDENT PROGRESS, ENROLLMENT, READINESS, ENROLLMENT HISTORY, and SCHEDULED REPORTS. Below the menu, a list of courses is displayed, including 'Series 66 Securities Program', 'Series 86 Securities Program', 'Series 87 Securities Program', and 'Series 7 Top-Off'. Each course has a 'View Scores' button. On the right, the 'Account Stats' panel shows 'Students: 1056' and 'Partners: 0'. The interface also includes options for 'ARCHIVED: OFF', 'Add Group', and 'View Students'.

SPM – Student Readiness Report Detail

Keep in Mind:

- STC's Student Readiness Detail Report provides the following information: Student Progress on On-Demand Videos, Progress Exams, Final Exams, and Custom Exams.

At Risk Level	Remediation Recommendation	Calendar Compliance	Targeted Studies Exam	Progress Exams Completed	Progress Exams Average	Final Exams Completed	Final Exams Average	Custom Exams Completed	Custom Exams Average	On Demand Videos
Not Started	Start Studies	Not Started	Not Started	N/A	N/A	N/A	N/A	0	N/A	0 of 20
Not Started	Start Studies	Not Started	Not Started	N/A	N/A	N/A	N/A	0	N/A	0 of 20
High Risk	Calendar	High Risk	No Scores	N/A	N/A	N/A	N/A	0	N/A	2 of 20
High Risk	Calendar	High Risk	No Scores	N/A	N/A	N/A	N/A	0	N/A	0 of 20
High Risk	Calendar	High Risk	No Scores	N/A	N/A	N/A	N/A	1	65	12 of 20
Low Risk	Calendar	Low Risk	On Track	3 of 8	86	8 of 16	85	5	84	3 of 20
Not Started	Start Studies	Not Started	Not Started	N/A	N/A	N/A	N/A	0	N/A	0 of 20
On Track	None	On Track	On Track	8 of 8	87	2 of 16	84	63	85	21 of 20
Low Risk	Calendar	Low Risk	On Track	2 of 8	95	N/A	N/A	17	91	10 of 20
High Risk	Calendar	High Risk	No Scores	N/A	N/A	N/A	N/A	0	N/A	2 of 20
On Track	None	On Track	On Track	6 of 8	88	N/A	N/A	17	82	0 of 20
Not Started	Start Studies	Not Started	Not Started	N/A	N/A	N/A	N/A	0	N/A	0 of 20
High Risk	Calendar	High Risk	No Scores	N/A	N/A	N/A	N/A	0	N/A	0 of 20
Not Started	Start Studies	Not Started	Not Started	N/A	N/A	N/A	N/A	0	N/A	0 of 20
On Track	None	On Track	On Track	4 of 8	83	N/A	N/A	18	81	9 of 20
On Track	None	On Track	On Track	6 of 8	70	8 of 16	77	21	74	21 of 20
Low Risk	Targeted Study	On Track	Low Risk	4 of 8	61	N/A	N/A	0	N/A	7 of 20
High Risk	Calendar	High Risk	No Scores	N/A	N/A	N/A	N/A	0	N/A	0 of 20

SPM – Report Auto-Delivery

To create a new report or edit an existing report, click on Scheduled Reports from the report pull down menu. Your reports will be emailed to you based on your chosen interval and day.

The screenshot shows the SPM interface with a 'Schedule Report' dialog box open. The dialog box has the following steps:

1. What kind of report is this?
Select a Report Type...
2. What Students will be in this report?
All Groups
3. Who will this report go to?
Enter emails separated by a comma and press enter.
4. When will they not need this report anymore?
In 2 weeks
5. How often will they get it?
Daily, Weekly, Monthly

Buttons at the bottom of the dialog include 'Cancel' and '+ Add Report'.

Securities Training Corporation

Daily Student Summary Report

Attached is your scheduled report.

Tracking Class: Instructors
Item Series: Series 79 Securities Program

Activity Summary					
Tracking Class	Enrolled Last 30 Days	Enrolled Last 7 Days	Active Last 10 Days	Avg Final Exams	Avg Progress Exams
Instructors - Series 79 Securities Program	0	0	0	31%	25%

Want more detailed information, [click here](#) and login and get additional scores, deactivate students, and manage your scheduled reports.

SPM – Snapshot Report – Trending Performance

Helpful Hints:

- Click on any column and sort the values.
- Trend analysis shows whether a student's scores are improving (Green arrow = Yes, Red arrow = No)
- Average scores on Progress Exams should be >64% (these cover multiple chapters and provide early feedback as your students read the manual)
- Final Exams are comprehensive and cover the entire book. Test scores should be >70%.
- First attempt scores are an indication of how students score when they see new questions (omit scores of repeated exams)

The screenshot shows the SPM Snapshot Report interface. The 'REPORTS' dropdown menu is open, highlighting 'SNAPSHOT'. The main report table displays the following data:

FIRST NAME	LAST NAME	ENROLLMENT HISTORY	M	LAST SESSION	TOTAL TIME	PROGRESS EXAMS		FINAL EXAMS		CUSTOM EXAMS		ON DEMANDS
						EXAMS COMPLETED	AVG. SCORE	EXAMS COMPLETED	AVG. SCORE	EXAMS COMPLETED	AVG. SCORE	
		SCHEDULED REPORTS	Series 7 Top-Off	09/27/2019	100hr 3min	10 of 10 ✓ 49% ▲	8 of 8 ✓ 73% ▲	27	84% ▼	Not Started		
			Series 7 Top-Off	01/16/2020	155hr 41min	11 of 12 65% ▲	8 of 8 ✓ 68% ▲	25	63% ▼	In Progress		
			Securities Industry Essentials (SIE) Exam	10/15/2019	34min	Not Started --	Not Started --	3	43% ▲	Not Started		
			Securities Industry Essentials (SIE) Exam	05/01/2019	16hr 2min	3 of 10 68% ▲	5 of 8 62% ▲	9	51% ▲	Not Started		
			Series 7 Top-Off	01/24/2019	110hr 11min	Not Started --	5 of 8 56% ▲	51	22% ▼	Not Started		
			Securities Industry Essentials (SIE) Exam	03/08/2019	31hr 32min	10 of 10 ✓ 59% ▲	8 of 8 ✓ 65% ▲	24	64% ▲	Not Started		
			Series 7 Top-Off	01/27/2019	--	Not Enrolled	Not Started --	Not Started		N/A		
			Series 10 Securities Program	02/25/2020	68hr 53min	Not Enrolled	6 of 6 ✓ 75% ▲	20	66% ▲	In Progress		
			Series 9 Securities Program	11/20/2019	15hr	Not Enrolled	5 of 5 ✓ 74% ▲	8	73% ▲	In Progress		
			Series 3 Securities Program	11/23/2018	38min	Not Enrolled	5 of 7 34% ▲	Not Started		Not Started		
			Securities Industry Essentials (SIE) Exam	04/22/2019	33hr 30min	6 of 10 66% ▼	Not Started --	84	82% ▲	In Progress		
			Series 7 Top-Off	12/04/2018	--	Not Started --	Not Started --	Not Started		Not Started		

- The Snapshot Report provides an overview of your students' performance.
- Average, scores, number of exams completed, and a trend analysis of their exam scores.

SPM Activity Report – Time Tracking Visibility

- The Activities Report allows managers to monitor their students' actions, scores, and time in exams down to the question level within a date range.
- This includes the average test score for all of the exams—Progress, Final, and Custom.
- This report is best for monitoring time in exams and time per question.

The screenshot shows the 'Activities Report' interface. A dropdown menu is open under the 'REPORTS' tab, with 'ACTIVITIES' highlighted. The table below displays student activity data.

FIRST NAME	LAST NAME	ENROLLMENT HISTORY	PROGRAM	FIRST SESSION	LAST SESSION	EXAMS COMPLETED			AVERAGE SCORE			TOTAL TIME	TIME PER QUESTION AVERAGE TIME (s)
						PROGRESS	FINAL	CUSTOM	PROGRESS	FINAL	CUSTOM		
			Securities Industry Essentials (SIE) Exam	10/01/2018	09/27/2019	10	34	27	49%	73%	84%	100hr 3min	58
			Series 7 Top-Off	06/03/2019	01/16/2020	29	42	25	65%	68%	63%	155hr 41min	71
			Securities Industry Essentials (SIE) Exam	10/15/2019	10/15/2019	--	--	3	--	--	43%	34min	51
			Securities Industry Essentials (SIE) Exam	10/15/2018	05/01/2019	3	5	9	68%	62%	51%	16hr 2min	40
			Series 7 Top-Off	11/05/2018	01/24/2019	--	5	51	--	56%	22%	110hr 11min	61
			Securities Industry Essentials (SIE) Exam	10/09/2018	03/08/2019	10	13	24	59%	65%	64%	31hr 32min	57
			Series 9 Securities Program	11/08/2018	11/20/2019	--	6	8	--	74%	73%	15hr	66
			Series 10 Securities Program	02/05/2019	02/25/2020	--	19	20	--	75%	66%	68hr 53min	60
			Series 3 Securities Program	11/19/2018	11/23/2018	--	5	--	--	34%	--	38min	3
			Securities Industry Essentials (SIE) Exam	12/05/2018	04/22/2019	6	--	84	66%	--	82%	33hr 30min	52
			Series 7 Securities Program	06/13/2018	02/08/2019	11	--	--	58%	--	--	9hr 2min	85
			Series 7 Securities Program	06/13/2018	02/08/2019	--	15	31	--	53%	61%	86hr 27min	88

SPM – Student Progress Report

Helpful Hint:

- Managers can check First and Last Session dates, as well as number of exams and On-Demand videos completed. This allows managers to compare how students are progressing against each other.

- The Student Progress Report page can be used for peer comparison and to determine whether employees are on track.
- Track completion of progress exams, final exams, as well as On-Demand videos.

The screenshot shows the 'Student Progress Report' page in the COLIBRI system. A dropdown menu is open, highlighting 'STUDENT PROGRESS'. The table below displays student progress data for various programs and exams.

FIRST NAME	PROGRAM	FIRST SESSION	LAST SESSION	FINAL EXAMS		PROGRESS EXAMS		ON-DEMAND VIDEOS PAGES VIEWED
				EXAMS COMPLETED	AVG. SCORE	EXAMS COMPLETED	AVG. SCORE	
	Securities Industry Essentials (SIE) Exam	10/01/2018	09/27/2019	8 of 8 ✓ 73% ●	10 of 10 ✓ 49% ●	0 of 21		
	Series 7 Top-Off	06/03/2019	01/16/2020	8 of 8 ✓ 68% ●	11 of 12 65% ●	1 of 21		
	Securities Industry Essentials (SIE) Exam	10/15/2019	10/15/2019	Not Started -- ●	Not Started -- ●	0 of 21		
	Securities Industry Essentials (SIE) Exam	10/15/2018	05/01/2019	5 of 8 62% ●	3 of 10 68% ●	0 of 21		
	Series 7 Top-Off	11/05/2018	01/24/2019	5 of 8 56% ●	Not Started -- ●	0 of 21		
	Series 7 Top-Off	10/10/2018	01/27/2019	Not Started -- ●	Not Enrolled	N/A		
	Securities Industry Essentials (SIE) Exam	10/09/2018	03/08/2019	8 of 8 ✓ 65% ●	10 of 10 ✓ 59% ●	0 of 21		
	Series 9 Securities Program	11/08/2018	11/20/2019	5 of 5 ✓ 74% ●	Not Enrolled	5 of 8		
	Series 10 Securities Program	02/05/2019	02/25/2020	6 of 6 ✓ 75% ●	Not Enrolled	7 of 8		
	Series 3 Securities Program	11/19/2018	11/23/2018	5 of 7 34% ●	Not Enrolled	0 of 11		
	Series 7 Top-Off	12/04/2018	12/04/2018	Not Started -- ●	Not Started -- ●	0 of 21		
	Securities Industry Essentials (SIE) Exam	12/05/2018	04/22/2019	Not Started -- ●	6 of 10 66% ●	19 of 21		
	Series 63 Securities Program	Never Logged In	--	Not Started -- ●	Not Started -- ●	0 of 8		
	Series 79 Securities Program	Never Logged In	--	Not Started -- ●	Not Started -- ●	0 of 10		

SPM – Student Management – Study Calendars

The screenshot displays the SPM Student Management interface. The top navigation bar includes 'HOME', 'STUDENTS', and 'REPORTS'. The 'STUDENTS' tab is highlighted. The main content area shows a list of students with columns for 'LAST LOGIN' and 'ACTIVE'. A modal window titled 'Add Calendar' is open, providing instructions and a form to assign a calendar to a student. The modal includes a 'Calendar' dropdown menu, a 'Start Date (Optional)' field, and a 'Preview' section. The background shows a student's profile page for 'DANTE' with a 'Calendars' section that is currently empty, indicating no applicable calendars for the course.

Add Calendar

The Readiness Report's 'Assigned Calendars' option will show this student's performance relative to this calendar. Additionally, in the future, the student will be made aware of tasks on this calendar in their dashboard.

Note: Students' Assigned Calendars may take up to 4 hours to be reflected in the Readiness Report

Calendar:

Select Calendar...

Start Date (Optional):

Set Automatically

Preview:

No Calendar Selected
Select one above and click Add to apply it.

Cancel Add

Calendars:

DANTE has no applicable calendars for this course.

+ Add a Course Calendar

- Assign study calendars to students so that their pace and performance can be tracked with the Readiness Report
- Assign a start date based on a student's class or specific start date

SPM – Student Management – View All Exam Scores

The screenshot displays the SPM Student Management interface. The top navigation bar includes 'HOME', 'STUDENTS' (highlighted with a yellow box), and 'REPORTS'. The main content area shows a list of 1056 students with columns for LAST NAME, FIRST NAME, EMAIL, LAST LOGIN, and ACTIVE. A search bar and filter groups are also visible. On the right, a detailed view for a student is shown, including enrollment and session dates, a list of calendars, and exam scores. The 'View All Scores' button is highlighted with a yellow box. Below the scores, there are buttons for 'CHANGE GROUP' and 'DEACTIVATE ACCESS'.

LAST NAME	FIRST NAME	EMAIL	LAST LOGIN	ACTIVE
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓
			04/20/20	✓

Security Industry Essentials (SIE) Exam
My Students | Status: Enrolled

Enrollment Date: 08/12/19 | Last Session Date: 04/20/20

Calendars:
DANTE has no applicable calendars for this course.
[+ Add a Course Calendar](#)

Scores:
[View All Scores](#) | [Download These Scores](#)

Today's Activity:
Exams Completed: 0 | Average Score: No Exams Taken. | Time Per Question: No Exams Taken.

Actions:
[CHANGE GROUP](#) | [DEACTIVATE ACCESS](#)

- View all students' scores on Final, Progress, and Custom Exams
- Drill down into student exam questions
- Identify students' areas of strength and weakness




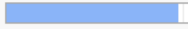
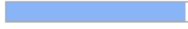
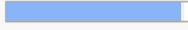

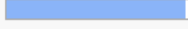
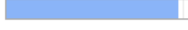
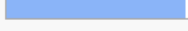

SPM – Student Exam Drill Down

- View students' scores by study manual chapter
- Targeted Study strategy

Topic Breakdown:

Course Name

^ Series 7 Top-Off Final Exams

TOPIC	PROGRESS	Q BANK COMPLETE	SCORE
Chapter 01: Building an Investor Profile	9 / 11	 82%	100%
Chapter 02: Customer Accounts	46 / 53	 87%	81%
Chapter 03: Customer Communications	27 / 31	 87%	72%
Chapter 04: Equities	58 / 67	 87%	67%
Chapter 05: Fundamentals of Debt	83 / 92	 90%	69%
Chapter 06: Corporate Debt	38 / 43	 88%	54%
Chapter 07: Municipal Debt	107 / 121	 88%	71%
Chapter 08: U.S. Treasury and Government Agency Debt	47 / 52	 90%	85%
Chapter 09: Investment Companies	46 / 53	 87%	76%
Chapter 10: Variable Products	46 / 51	 90%	56%
Chapter 11: Alternative Products	38 / 43	 88%	80%

SPM – Student Exam Question Response Visibility

Sort by correct, incorrect, or all student answers. Incorrect answers are noted with red circles so that managers can easily jump to those questions.

- Our Exam modal window allows managers to see the exact questions that their students missed
- Managers can even see their incorrect answer choices

The screenshot displays the Performance Manager interface for a manager named John Marucco. The interface is divided into several sections:

- Header:** Performance Manager logo and navigation tabs (CLASSES, REPORTS, STUDENTS, SETTINGS) with the user name JOHN Colibri ACME.
- Instructors - Series 63:** A list of students with a search bar and sort options (First Name, Last Name). The list includes names like Tim Ferrel, Anthony Marucco, Bruce Walck, etc.
- JOHN MARUCCO Profile:** Contact information (Phone: 3124070244, Email: jmarucco@stcusa.com) and a list of scores for various exams (Progress Exam 01A through 03B, and Greenlight 2).
- Progress Exam 01A #1 Modal:** A detailed view of an exam with the following metrics:
 - Exam Result Metrics:** Questions Correct: 13, Total Number of Questions: 15, Completion Date: 03/04/2018, Total Time: 00:00:32.
 - Student Score:** 87%.
 - REVIEW:** A progress bar from 1 to 15, with question 3 highlighted in red. The question text is: "A broker-dealer registered in Georgia sells a security listed on Nasdaq. The transaction takes place in the secondary market between two clients who are Georgia residents. According to the USA, which of the following statements is TRUE?"
 - Answer Choices:**
 - The broker-dealer would be required to register the security in Georgia (Selected Response - Incorrect)
 - The security is not required to be registered in Georgia (Correct Response)
 - The issuer would be required to register the security in Georgia
 - The Administrator in Georgia may not require any filing of information about the broker-dealer or issuer
- Right Panel:** A table showing exam results for all students in the class, with columns for Status, Correct (13/15), and Score (87%).

Best Practices

- ✓ Review the history report with your new hire on a weekly basis.
- ✓ Utilize the STC Study Calendar to track the study progress of your new hires.
- ✓ Direct your new hires to the STC Instructor Hotline (1-800-782-3926) if additional guidance is needed on a specific topic.
- ✓ Encourage your new hires to answer all available practice questions and utilize the custom exams.
- ✓ Look for a passing score of at least 80% on the practice exams to ensure that your hires are fully prepared.
- ✓ To ensure availability, confirm with your new hires that they have scheduled their examination date well in advance.