



Directions for Virginia Salesperson Final Exam

1. This exam has 150 questions.
2. The student must pass the course with a 75%. Which means the student must get 113 correct answers and not miss more than 37 questions.
3. Two Answer Sheets are provided with the exam. One answer sheet for the first 100 questions the other answer sheet for last 50 questions. If a change is made in the original selection, make sure the exam grader know which answer you choose.
4. It is recommended that the student take the exam with a pencil so if the student changes their mind, they can erase their original selection.
5. If two answers are selected the question will be graded wrong.
6. There is no penalty for guessing.
7. The student can use a calculator.
8. All books must be put away and not referred to in any way during the exam.
9. No copies of the exam can be made
10. The exam must be completed in one sitting. The exam is not timed but once the student starts the exam, it must be completed in the sitting.
11. When the student finishes the exam, please give it back to the proctor so the proctor can mail it to Cooke Real Estate School for grading. A postage paid envelope is provided
12. Once the school receives the exam, the two Affidavits (the Student Affidavit and Proctor Affidavit) and the two answer sheets, the school will grade the exam and upon a successful score of 75% or better, a certificate will be mailed. The school will also be glad to e-mail results to the student if the student indicates they would like results by e-mail.
13. Within three business days a Completion Certificate will be mailed to the Student.

We at Cooke want to thank the Student and the Proctor for participating in our program. Please feel free to call with any questions you might have.

Thank you

Frank L. Cooke
President

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