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PATTY CARLSON JOINS IEA AS SALES DIRECTOR

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The Insurance Educational Association is pleased to announce that Patricia Carlson is joining the IEA team as Director of Sales starting July 1. Patty is well known in the California insurance training and education community for her outreach, customer focus, energy and knowledge of the market need for timely, relevant and appealing courses and seminars. She will be working with customers on both a state and national basis as IEA expands its operations.

For more than 30 years, Ms. Carlson served the insurance community as the co-founder and CEO of Insurance Skills Center, helping to build that company into a premier provider of insurance education in the western United States. Patty has served as the Chairperson for the California Department of Insurance Curriculum Board and as a member of that board for over 10 years. She has worked with national brokers to develop custom web based training for those new to the industry and has been a featured speaker at the Blue Ribbon Conference, Young Agents and Brokers Conference, Agri-business Conference and various I days and state conventions.

IEA CEO Roy Little says, "Patty's years of valuable experience are uniquely matched with her boundless enthusiasm and energy. We are very fortunate that Patty chose IEA for this next step in her career." For her part, Ms. Carlson commented, "I am very happy to be back in the field I love with people I enjoy and respect. IEA's solid footprint in the insurance arena and its recent innovative moves into online training and, now, video gives it a wonderful breadth of product and instructors to offer to the market."

For additional information please contact Insurance Educational Association offices at 714.689.0090 or email at gary@ieatraining.com.

About IEA: Insurance Educational Association (IEA) IEA is the leading not-for-profit provider of online self-study, online instructor led, and classroom educational services for the insurance, risk management and disability management industry. Founded in 1876, IEA's more than 200 instructors interact with over 5,000 students a year. IEA's broad range of products and services helps students build business, technical and managerial skills. For more information, visit www.ieatraining.com.