

FOR IMMEDIATE RELEASE

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The Institutes Acquire Insurance Educational Association Online Courses

MALVERN, Pa.— The Institutes have acquired eighteen online courses from the Insurance Educational Association (IEA), a premier provider of insurance training and content. The purchase includes some of IEA's more popular online course content:

- Nine courses in the California-specific Workers Compensation Claims Administration (WCCA) certificate and the Workers Compensation Claim Professional (WCCP) designation program (which The Institutes will own and confer)
- Eight pre-licensing courses for Arizona, California, and Texas
- The online version of the Essentials of Disability Management course from IEA's Certified Professional in Disability Management (CPDM) designation program

IEA and its instructors will continue to teach the classroom, in-house, and instructor-led versions of the acquired courses and will retain the CPDM designation.

Through this arrangement, The Institutes will

- use their industry experience, technical knowledge base and expert content development process to enhance content and expand offerings to other jurisdictions, and
- leverage their online learning and other knowledge delivery channels to provide more flexible distribution to customers

IEA is pleased to see the expanded reach of the courses, and The Institutes and IEA are working together to ensure a smooth transition. The two organizations will support, promote and market these courses and will release additional information as it becomes available.

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About The Institutes

The Institutes are the leader in delivering proven knowledge solutions that drive powerful business results for the risk management and property-casualty insurance industry.

The Institutes' knowledge solutions include the CPCU designation program; associate designation programs in areas such as claims, risk management, underwriting, and reinsurance; introductory and foundation programs; online courses; research; custom solutions; assessment tools; and continuing education (CE) courses for licensed insurance professionals and adjusters through its CEU.com business unit.

About IEA

IEA is the leading not-for-profit provider of online self-study, online instructor led, and classroom educational services for the insurance and disability management industry. Founded in 1876, IEA's more than 100 instructors interact with over 5,000 students a year. IEA's broad range of products and services helps students build business, technical, managerial, and sales skills. For more information, visit www.ieatraining.com.