

FOR IMMEDIATE RELEASE

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Rick Perryman Joins the Institutes as Regional Sales Executive

MALVERN, Pa.—Rick Perryman joined the American Institute for CPCU/Insurance Institute of America (the Institutes) as sales executive, northeastern region. He is responsible for developing and executing regional sales plans and activities that support the Institutes' strategic goals and initiatives. In his seven-state region, Perryman will develop and maintain relationships with line of business managers and learning and development leadership at insurance and risk management organizations. Perryman will work with customers to identify knowledge, skill and competency needs and to develop collaborative knowledge solutions that drive business success. He will be responsible for account development and will represent the Institutes in regional and national insurance industry meetings and conferences.

Perryman works with organizations in Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island and Vermont.

His accomplished sales career reflects multi-faceted experience in both the financial services and healthcare technology industries. Since 2006, Perryman worked at Motivano, Inc. as national director of sales. He previously worked at The Hartford Financial Services Company for nine years as sales operations director.

Perryman holds a BA in Sociology from Brown University, and an MBA and JD from Boston University. He received extensive professional training in all areas of sales, leadership, account management, relationship building, effective presentations, public speaking, and customer service.

Perryman will be based in Hartford, CT, and can be reached by phone at (610) 644-2100, ext. 7988, by e-mail at perryman@cpcuiia.org, or by fax at (610) 752-1002.

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A photo of Rick Perryman is available for download at
http://www.aicpcu.org/images/people/Rick_Perryman.jpg

Note to Editors: The American Institute for CPCU and Insurance Institute of America are not-for-profit organizations offering knowledge solutions and professional development services to the risk management and property-casualty insurance community. The Institutes offer the CPCU designation program; associate designation programs in areas such as claims, risk management, underwriting, and reinsurance; introductory and foundation programs; and online courses, all of which help drive better decision making to propel business success.