TOP 5 ATTENDED WEBINARS

Key 2016 Annual Statement Changes/GAAP Update | 459 Attendees
Advanced Excel: Pivot Tables - Beyond the Basics | 291 Attendees
Advanced Excel: Basic Pivot Tables | 288 Attendees
Excel & Windows: Tips & Tricks | 256 Attendees
Key 2017 Annual Statement Changes/GAAP Update | 288 Attendees

CATEGORIES & HOT TOPICS

**Professional Development**
- Excel
- PowerPoint

**Insurance Accounting, Risk Management, & Finance**

**Economic Outlook**

**Technology**
- Cyber Security
- Blockchain
- InsureTech

Don’t see a topic for your area? Submit webinar topics to Tricia Stillman for consideration.

HISTORICAL STATISTICS

Approximately 75% of webinar attendees are decision makers within their company

- 42% Company Executives
- 33% Managerial Staff
- 25% Supporting Staff

TOTAL WEBINAR ATTENDANCE PER YEAR
Based on IASA Fiscal Year

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendees</th>
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</thead>
<tbody>
<tr>
<td>2011</td>
<td>53</td>
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<td>2012</td>
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<td>2016</td>
<td>2536</td>
</tr>
<tr>
<td>2017</td>
<td>2557</td>
</tr>
</tbody>
</table>

TOTAL ON-DEMAND VIEWS IN e-LEARNING ARCHIVE
1,013 | ON-DEMAND VIEWING SINCE JAN. 2015

TOTAL ATTENDEES QUALIFYING FOR CPE CREDIT
2,424 | AVAILABLE SINCE JAN. 2015

AVERAGE RATINGS FOR 2016/2017 CPE EVENTS
4.5 | PUBLIC EVENTS - BASED ON 1-5 SCALE

TOTAL ATTENDEES TO DATE: 5,452

“The IASA e-Learning webinars are a true asset. They provide not only an opportunity to enhance your skillset and gain insights into relevant topics, but also enable many attendees to earn CPE credits. Even when I am unable to attend a ‘live’ webinar, I appreciate and utilize the e-Learning archive, which has been an incredibly valuable tool for my personal development and career growth.”

Nikki Dugan, Manager-Demand Generation
EIS Group

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