

Scott Stathis Joins Kehrer-LIMRA as Managing Director

July 1, 2008 — Scott Stathis has been named managing director and COO of Kehrer-LIMRA. In this role, Scott will manage the company's growing research and consulting services, expand the staff, and assume a significant role in presenting Kehrer-LIMRA's research and moderating its study groups.

"With his extensive background in technology and financial services — including insurance, banks, and brokerage — Scott will bring excitement, energy and some fresh ideas to Kehrer-LIMRA," said Bob Kerzner, president and CEO of LIMRA and its sister organization, LOMA. "We have great opportunities to build this business, and Scott's unique set of talents can bring us to a new level."

"Scott adds substantial management resources to the Kehrer-LIMRA team," said Kenneth Kehrer, Ph.D., co-founder of Kenneth Kehrer Associates, the predecessor company to Kehrer-LIMRA. "He will enhance our ability to deliver mission critical information to our clients more quickly and efficiently."

Stathis is a leading expert and consultant on using technology and training to increase sales in financial services. He pioneered a certification system designed to improve technology usage and competence in the sales force, and boost technology ROI. He is president of E-Lancers, a strategic consulting and project management company he founded in 1998. E-Lancers will continue to operate as an affiliate of Kehrer-LIMRA.

Between 2005 and 2007, a strategic project led to his serving as president of Unger Software Corp., before refocusing his efforts back to E-Lancers. He also served as chief marketing officer at Cofiniti, Inc., a software company that produced Web-based financial planning, sales and marketing solutions.

"We've worked with Scott at both Cofiniti and Unger Software," Kehrer noted, "and have partnered with him on consulting projects at Kehrer-LIMRA. It will be a pleasure to work with him full time and introduce him to our associates and clients in the industry."