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## **Kaplan Conference Spotlights Solutions to Keep Insurance and Securities Providers on Track for Future Growth**

INDIANAPOLIS – (August 6, 2009) – In response to the current volatility in the financial services industry, Kaplan Compliance Solutions (KCS) (<http://www.kaplancs.com>) recently gathered more than 20 of its insurance and financial securities clients together to openly discuss the core issues facing the sectors today. Kaplan Compliance Solutions, a leading provider of services and technology solutions designed to eliminate paperwork and reduce compliance risk for the insurance and securities industries, organized this first annual conference to help clients better compete, to ensure its programs are well-tuned to changing marketplace situations and to keep providers on track for future growth and success.

Conference attendees identified three main challenges:

- The Fannie Mae and Freddie Mac fallout will continue to result in more state and federal regulations. Insurance companies and financial institutions will struggle to keep up with an even more complex maze of compliance rules and procedures. Internal resources may not be sufficient; therefore, companies will need to identify a partner that has expertise in licensing and compliance administration to help manage and reduce costly compliance risk.
- Operational efficiency and automation across the organization are critical to success. Manual processes, especially in the areas of regulation compliance and sales, leave too much room for error while also exposing businesses to fines, lost customers and more. Competition for recruiting top selling producers and registered representatives is fiercer than ever, so carriers, distributors, banks and broker/dealers will critically evaluate their internal processes to ensure resources are being allocated in the most cost-effective way possible.

- Long-term survival for financial institutions means recruiting young workers who will avoid jobs that require unnecessary manual work. This makes technology a key factor in the recruitment process. To successfully compete for the best and brightest talent, financial institutions must be able to show that they are equipped with the most up-to-date technology and the latest automation processes.

“These days, the financial industry is being hit with changes at breakneck speeds so it is important for us to step-back and hear first-hand the greatest challenges that our clients are facing,” said Kris Cope, Vice President, Sales for Kaplan Compliance Solutions. “As a trusted partner of some of the country’s largest insurance companies and securities firms, we pride ourselves on delivering solutions that cater to our clients needs and help ease existing strains.”

Kaplan Compliance Solutions anticipates holding additional conferences on an annual basis to foster this kind of exchange with customers.

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### **About Kaplan Compliance Solutions**

Kaplan Compliance Solutions (KCS) provides services and technology solutions for the insurance and securities industries to help manage the producer/representative on boarding process and career cycle. Kaplan Compliance Solutions is a trusted partner of the nation’s largest insurance companies and securities firms. Kaplan Compliance Solutions is a division of Kaplan, Inc., a global education services provider and a subsidiary of The Washington Post Company. For information about KCS’ latest offering, the Compliance Management System Generation 2™ (CMS G2™), please visit <http://www.kaplancs.com//CMS.aspx>. For more information about KCS, go to <http://www.kaplancs.com>.