

## Dorman Consulting Associates Adds New Seminar Option and Announces Spring 2012 Schedule

RICHMOND, Virginia, December 20, 2011 – Dorman Consulting Associates announced today the completion of its Fall, 2011, seminar series. In conjunction with the completion of the spring schedule, the company announced seminar dates and locations for the first half of 2012.

“2011 has been a fantastic year for the business,” said Tim Nee, President of Dorman Consulting Associates. “Attendance at our public events continues to be strong. In addition, our new, one-day, hands-on seminar, complete with a simulation activity, proved very popular. Finally, we have witnessed highly favorable improvements at several of our clients. In some cases, these have been unprecedented changes at a time when several competitors are in extreme financial distress. We thank our clients for their continued interest in our products, for their continued invitation to train their people, and for their ever-increasing use of our consulting services.”

The new seminar became available for corporate, on-site training classes starting in the fall, 2011. The seminar teaches insurance underwriting, company planning, pricing, loss development and trend, and other key skills in a highly interactive environment. This seminar is available for groups looking for a one-day option. The recommended group size is 15 people or more.

The company also announced the following schedule for its Spring, 2012 seminars:

### **Product Management:**

Chicago	Wednesday-Thursday, April 18-19, 2012
Scottsdale	Wednesday-Thursday, May 9-10, 2012
Boston	Wednesday-Thursday, June 13-14, 2012

### **Pricing and Rate Making in Plain English:**

Chicago	Monday-Tuesday, April 16-17, 2012
Scottsdale	Monday-Tuesday, May 7-8, 2012
Boston	Monday-Tuesday, June 11-12, 2012

For additional information, please visit the company’s website at [www.dormanconsulting.com](http://www.dormanconsulting.com) or contact the company directly at (804)288-0021.

### **TEACH Insurance, LLC**

TEACH Insurance, LLC is a partnership led by Timothy B. Nee, a private businessman and insurance product management executive. Mr. Nee has held product and state management positions with Progressive Casualty Insurance Company of Cleveland, Ohio, and Liberty Mutual Insurance Company of Boston, Massachusetts. Mr. Nee has also been Director, Marketing and Analysis for Capital One Small Business and a Consultant with Bain & Company, an international consulting firm in Boston, Massachusetts. Mr. Nee holds a Bachelor of Arts in History from the University of Virginia and a Master in Business Administration from the Harvard Business School.

TEACH Insurance, LLC offers industry leading insurance seminars under the Dorman Consulting Associates brand. These seminars specialize in product management, pricing, analysis, and other creative techniques for managing and growing profitable insurance businesses. Seminars are available

through regularly scheduled events as well as privately at individual companies. Dorman Consulting Associates also offers management, strategy, and product consulting services to client companies throughout the United States and Canada.