



**David P. Thomas, CPCU**

Vice President, Sales

The Institutes

Dave is Vice President of Sales for The Institutes. He manages the activities of the Institutes sales team worldwide and partners with risk management and insurance industry customers to identify and close knowledge gaps critical to their business results and success.

Thomas works with senior leadership of customer organizations on a global basis to develop knowledge strategies to address a variety of needs including knowledge-based career growth, specific business problems, outsourced education and regulatory compliance needs including online CE and insurance licensing compliance administrative services.

Thomas also represents The Institutes at industry events, identifies new growth opportunities, and contributes to The Institutes' solution development agenda. Thomas has also been a key contributor to the development The Institutes Targeted Training Solutions service, an innovative technology-based solution to help identify and fill technical risk and insurance knowledge gaps.

Before joining The Institutes in 1999, Thomas' previous work experience includes roles with The Vanguard Group of Investment Companies, Towers Perrin Reinsurance, the National Insurance Crime Bureau, and The Ohio Casualty Group.

He received a BS degree in business administration from West Chester University of Pennsylvania and an MBA from Villanova University. He is a Chartered Property Casualty Underwriter (CPCU®) and has also completed The Institutes' Insurance Executive Development Program..

Thomas is a member of the CPCU Society, the Society of Insurance Trainers and Educators (SITE) and the United States Power Squadron, a boating education and safety organization. He has served as a volunteer firefighter for 40 years, serving as an officer in the West Chester Fire Department (Pennsylvania) for many years and specializing in swift water rescue and boat operations. Dave is also a certified Vessel Safety Examiner who conducts boating safety inspections on the Chesapeake Bay.

Dave and his wife Marie live in the Philadelphia region and enjoy spending their free time on the Eastern Shore of Maryland.