



## **PHP Agency Inc. Announces Additions to Senior Management Team**

January 17, 2018 (DALLAS) PHP Agency Inc. (“PHP”), one of the fastest growing financial marketing organizations in the US, announced today the appointment of two senior executives: Ian Benedict has been named Chief Financial Officer, and Alice Terlecky, FLMI, ACS, AIAA has been named Chief Operating Officer.



Ian Benedict joins the firm with over 20 years of financial services experience in finance and accounting in addition to numerous merger and acquisition transactions. He is a CPA and was most recently the Chief Financial Officer of Skopos Financial, LLC, a sub-prime auto lender based in Dallas. While at Skopos, he built the accounting and finance teams while helping grow the company to over \$400 million in assets in four years. Prior to Skopos, Ian worked for Beal Bank in Dallas, which was founded and led by legendary investor Andy Beal, where he was the CEO of MGC Mortgage, a mortgage servicing company wholly owned by the bank, that serviced over \$5 billion in mortgage loans, and also served as a Chief Accounting Officer of CSG Investments, where he led the teams on evaluating, bidding, and acquiring \$3.0 billion in failed banks through the assisted FDIC failed bank program.

Ian was also involved in the sale of Archipelago Learning, an educational software company, acquired by PLATO Learning in 2012 in a deal valued at \$300 million. Ian started his career in public accounting with PricewaterhouseCoopers, where he specialized in audits of life, health and property and casualty insurance companies. Ian has a Bachelor of Science in Accounting Degree from the University of Maryland University College, and has an MBA in accounting from the University of Phoenix.



Alice Terlecky joins the firm with thirty-six years of experience and expertise in all areas of life insurance operations. She began her career in agency field management with CIGNA, Capital Analysts, and The New England and had responsibility for all administration and operations management, as well as assisting with recruiting, hiring and training new agents. As Vice President at Pacific Life Insurance Company, she led key operations for twenty-two years, including New Business Services, Client Services, Contracts & Licensing, Commissions, Customer Relations and Claims. She successfully executed strategies to transform the business models for the future for new business processing and customer service, and championed the implementation of new workflow systems and process improvements to enhance productivity, efficiencies and responsiveness.

Alice also served as the Life Insurance Division Customer Advocate Officer and was a board member of the Pacific Life Foundation. In 2015, she was awarded a Bronze Stevie Medal in recognition as one of the finalists for the Customer Service Executive of the Year - Financial Services & Insurance; and, in 2017 her department was honored with the DALBAR Insurance Service Award. Alice has a Bachelor of Arts Degree in French from UCLA and a Master's Degree in Business Administration,

with a specialty in International Management, from the American Graduate School of International Management (Arizona State University).

Patrick Bet-David, Founder and CEO of PHP Agency, Inc., said, "I am exceptionally pleased to make this announcement today. The expansion of the Senior Management team is part of PHP's accelerated growth trajectory and associated organizational development and maturity. Ian Benedict brings C-level leadership and strategic financial experience while Alice Terlecky brings decades of life insurance product and systems experience at the most senior level of a leading carrier."

### **About PHP Agency**

PHP Agency is a financial marketing organization company with a two-part vision: change the culture and diversity of the insurance industry and build the world's largest financial services marketing company in history. To realize this vision, PHP has partnered with some of the world's leading insurance carriers to offer clients personally suitable life insurance and annuity products and; provides a part-time or full-time career opportunity to those wishing to pursue a career as life insurance agents. The company's agents operate from their individually owned and operated offices located across the nation. The company is privately held and recently received expansion capital investment from Ambina Partners, Atalaya Capital Management Brener International Group and retired boxer, successful promoter and entrepreneur Oscar De la Hoya. PHP Agency Inc. is headquartered in Dallas, TX. [www.phpagency.com](http://www.phpagency.com)

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