



**INTERNATIONAL PLANNING GROUP ANNOUNCES JIM KELSO TO BE SUCCEEDED BY PETER TSIH ON JANUARY 1 2018**

Wellesley Massachusetts USA, October 25, 2017- International Planning Group (IPG), the leading independent global life insurance sales, marketing and distribution company, announced today that Jim Kelso, CEO Asia and EMEA will retire from all executive positions effective December 31, 2017.

Under Mr. Kelso's leadership IPG has developed a highly effective and productive sales team. In addition, Mr. Kelso has built an organization wherein IPG's management, new business, service, and compliance teams are recognized as the strongest in the industry.

Commenting on Mr. Kelso's retirement, Jon M. Baker, Chief Executive Officer, IPG said "We have been extremely fortunate to have Jim's leadership over the last 14 years. In addition to building a strong franchise in the region, Jim has inspired and driven our commitment to giving the client and our banking partners the best advice in a professional and compliant manner. We wish Jim great success in retirement."

Mr. Baker also announced that Peter Tsih will succeed Mr. Kelso as CEO Asia & EMEA effective January 1, 2018. Mr Tsih joined IPG in April 2017 and has been responsible for the development and coordination of IPG's premium financing division in the region as well as playing a key role in advancing IPG's business with high net worth clients, managing commercial relationships and expanding sales distribution channels.

Mr Tsih joined IPG from Willis Towers Watson, Charles Monat Associates where he served as Chief Executive Officer Hong Kong since 2014. In that capacity, he was responsible for developing strategic plans, managing key partner relationships and implementing key initiatives including the integration of Willis and Charles Monat Associates. Prior to that time, Mr. Tsih was employed by Charles Monat Associates in Singapore beginning in 2007 as Chief Operating Officer.

Mr. Kelso said, "It has been a great privilege to lead IPG in Asia for many years. I believe that this is the right time for me to transition to retirement. While I'm sad to be leaving IPG and the wonderful people on our team, I am confident that Peter Tsih and IPG will continue to enjoy much success in 2018 and beyond.

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Founded in 1992, International Planning Group, Ltd. is a leading life insurance sales, marketing, distribution and consulting company offering life insurance based solutions to wealthy families worldwide. It also serves multinational corporations to fund supplemental executive benefit solutions for third country national and foreign national executives residing throughout the world. IPG works with private banks, investment managers, accounting firms, law firms and insurance carriers to design customized life insurance solutions to resolve complex global estate and business planning issues. The company has headquarters in Wellesley, Massachusetts; and companies and/or offices in Miami; Bermuda; Ireland; Hong Kong; Singapore; Switzerland, and Mexico. The company's client base includes over 4,200 insureds with approximately \$36 billion of life insurance coverage.