### 2017 Annual Report

**Total Income $220,400**

- Conference: 42%
- Membership Dues: 34%
- Conf Sponsorships & Donations: 3%
- Marketing (Eblasts): 6%
- Accreditation Program: 7%
- Donations (General): 5%
- Affiliate Fees: 3%

**Total Expenses $268,700**

- Conference: 37%
- Chapters & Affiliates: 3%
- Marketing: 5%
- Technology: 4%
- Office & Organizational Expenses: 30%
- Board Expenses: 21%

### Net Income (Loss) for the Year:

- During the fiscal year ended December 31, 2017, the IEA experienced a Net Loss of $48,300 as a result of several factors, including a decrease in global conference attendance, lower membership in IEA global and increased expenses (including investment in enhanced marketing and technology as described below).
- The shortfall was funded by retained assets built up in prior years when conference attendance and membership were higher. At year-end 2017, $243,900 of retained assets remained.

### We recognize that the world is changing:

- Enneagram information and teaching is now widely available from many sources and Enneagram conferences are occurring all around the world.
- Membership in organizations is down generally as a result of increased competition for people’s time, money and attention.
- Costs of doing business continue to rise, and it has become both more difficult and more expensive for the global community to travel to the US.

### Together we can creatively meet the challenges we face.

- We are excited about the opportunities we see for providing value to our members and the larger Enneagram community.
Engaged a marketing firm to update and energize our online presence by:
- Creating new ways for Professional members to share content and activities and foster discussion
- Launching a monthly Professional “Spotlight” paid advertising program
- Developing a YouTube channel to share video content
- Expanding our presence on Facebook and LinkedIn

Redesigning NinePoints into an interactive dynamic platform for the community to share insights.

A renewed focus on Engagement as we implement this year’s conference theme: “Building Bridges: Collaborating in Community.”

Bringing a broader range of people and perspectives into the community and creating new avenues for meaningful connection and conversation.

Our Accreditation Program Continues to Grow

IEA Accreditation Program
- International ENNEAGRAM Association
- IEA Accredited Professional 2018
- IEA Accredited School 2018
- IEA Accredited Training Program 2018

IEA Spain Accreditation Program
- International ENNEAGRAM Association
- IEA Profesor Acreditado 2018
- IEA Profesional Acreditado 2018
- IEA Acreditación Individual 2018

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At year end, IEA had 12 Affiliates around the world and 6 Chapters in the US. Based on the most recent information reported, these organizations have a combined total membership of 1787, including "local-only" members.

**AFFILIATES**

- Argentina: 3%
- Brazil: 7%
- China: 3%
- Denmark: 10%
- Finland: 13%
- France: 4%
- Korea: 25%
- Netherlands: 2%
- Norway: 6%
- Portugal: 3%
- Spain: 14%
- Sweden: 10%

**CHAPTERS**

- Colorado: 23%
- Georgia: 8%
- Great Lakes: 34%
- Gr. Washington DC: 1%
- Minnesota: 33%
- Northern Minnesota: <1%

US Chapters report a total of 591 members, including "local-only" members.

Affiliates report a total of 1196 members, including "local-only" members.
The IEA's mission is to support our members by providing opportunities for:

- **ENGAGEMENT** with an international community of shared interest and diverse approaches
- **EDUCATION** in theory and application of the Enneagram
- Developing greater **EXCELLENCE** in the use of the Enneagram