2018
IEA Annual Report
Information as of our fiscal year-end,
December 31, 2018
The IEA Board of Directors is pleased to present the Annual Report for 2018.

The Board has been focused around creating new membership benefits and categories and ways to engage and connect with you, our members, that are not solely conference related.

Our efforts have been to expand and establish a range of offerings:

- IEA NinePoints;
- the Member Library;
- the new membership categories;
- revamped marketing and messaging;
- increased diversity in our community through the introduction of the Scholarship program and outreach and engagement to a variety of groups we have not been in contact with before.

We are proud to say these initiatives are working as we continue to build larger numbers in our community. We have actively worked to create more spaces for us as a community to learn and connect.

Patrick Kayrooz and Curt Micka
Co-Presidents of the IEA Global Board
Vision
At its in-person meeting in Cincinnati in July 2018, the Board engaged in a visioning exercise that resulted in clarifying one of the IEA’s key roles in the Enneagram community — “Creating spaces to learn and connect.”

Membership
We took a number of steps to expand IEA global’s membership base (up 20% by year end!) and enhance the benefits of year-round membership, including:

- Creating a new category of Affiliate Participating membership for local members of Affiliates
- Promoting the “Under 30” membership category and providing space for Next Gen connections at the conference
- Introducing a wealth of Enneagram materials in an on-line Library with free access for IEA global members that includes past conference recordings and articles previously published in the Enneagram Journal

IEA NinePoints/Social Media
The rollout of the new IEA NinePoints was completed in the summer of 2018. By the end of the year, Professional Members had posted 45 articles creating a steady flow of new and interesting Enneagram content. With this expanded presence and a steadily increasing number of followers on Facebook and other social media, we achieved our goal of increased visibility in Google Search, even reaching first page visibility for a time. That remains our goal but has proven difficult to maintain given the resurgence of interest in the Enneagram and the deluge of new content on the web.

Conference
Attendance at the global conference in Cincinnati grew by 47.9% over the prior year, reflecting in part the enthusiastic participation by active local Enneagram communities and the management prowess and local connections of our IEA administrative team under the leadership of Sandy Hatmaker. We further expanded our community by adding over 15 new volunteers through the IEA Diversity Team and IEA Next Generation, reflecting our values of expanding the reach of the Enneagram to underrepresented groups. As part of their work, we added personal gender pronouns to conference nametags to help all attendees feel welcome.

Scholarships
We raised $13,400 for conference scholarships -- the highest amount ever! This further expanded our community by awarding full or partial scholarships to 20 individuals from 5 different countries enabling them to attend the conference and engage with other Enneagram teachers and enthusiasts.

International Reach
We added two new national affiliates in 2018, IEA Egypt and IEA Colombia. They are both off to a great start and planning, along with a trio of IEA Scandinavian Affiliates (IEA Sweden, IEA Denmark and IEA Norway), to host IEA regional conferences in 2020. The IEA also purchased translation equipment that was used to translate portions of the Cincinnati global conference for Korean attendees. And IEA NinePoints is able to be read and posted to in many languages through the use of Google translate.
Overview and Year over Year Change

Our Net Income for the year of $1,200, while not large, was a significant improvement over the net loss of $48,300 experienced in 2017. The increase in net income was due to a 22% increase in overall income while overall expenses remained flat. The increase in income largely resulted from increases in conference income, membership dues and accreditation fees. Decreases in conference and board expenses were offset by increased marketing and other administrative expenses.
ACCREDITATION AND MEMBERSHIP

Accreditation
Our accreditation program continues to grow

IEA Accredited Professionals
169*

IEA Accredited Training Programs
18

IEA Accredited Schools
13

*In addition, IEA Spain accredited 44 individuals as “Profesional” or “Profesor.”

Membership

2017 Membership

2018 Membership

20% increase over last year-end!
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AFFILIATES AND CHAPTERS

National Affiliates

ARGENTINA
International Enneagram Association

PRASIL
International Enneagram Association

CHINA
International Enneagram Association

COLOMBIA
International Enneagram Association

DENMARK
International Enneagram Association

EGYPT
International Enneagram Association

FINLAND
International Enneagram Association

FRANCE
International Enneagram Association

KOREA
International Enneagram Association

NETHERLANDS
International Enneagram Association

NORWAY
International Enneagram Association

PORTUGAL
International Enneagram Association

ESPAÑA
International Enneagram Association

SWEDEN
International Enneagram Association

14 IEA Affiliates

U.S. Chapters

COLORADO
International Enneagram Association

GEORGIA
International Enneagram Association

GREAT LAKES
International Enneagram Association

GREATER WASHINGTON DC
International Enneagram Association

MINNESOTA
International Enneagram Association

NORTHERN MINNESOTA
International Enneagram Association

6 IEA U.S. Chapters