

Insurance Education Advisors Names Emily Gordon Spencer Director of Operations

Spencer returns to work alongside CLTC creator Harley Gordon as IEA expands professional education and graduate support

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[Insurance Education Advisors \(IEA\)](#) announced today the appointment of [Emily](#) Gordon Spencer as Director of Operations, strengthening its leadership as the organization expands its online courses, graduate resources and education partnerships. Spencer worked alongside her father, attorney,

author and educator Harley Gordon, during the founding years of the Certification for Long-Term Care (CLTC®). More than two decades later, she returns to help build IEA's next chapter. In her role, Spencer will oversee day-to-day operations, coordinate course delivery and graduate

support, and serve as an operational point of contact for IEA's education partners. Her focus will be ensuring that enrollment, learning and ongoing membership form a consistent experience for the professionals IEA serves. "Emily understands this work because she was part of it from the beginning," said Harley Gordon, Founder and President of Insurance Education Advisors. "Her return means a great deal to me personally. It also gives IEA someone focused on making sure our learners and graduates receive the attention and support they deserve." Gordon created the CLTC designation in 1999, helping insurance and financial professionals address the consequences of extended care for families, retirement

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*Emily Gordon Spencer,
Director of Operations*

income and financial independence. He is the author of “How to Protect Life Savings from Catastrophic Illness” and “In Sickness & In Health.” His perspectives have been featured by PBS Frontline, The Wall Street Journal and CBS Evening News. He is also a co-founder of Agent



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Review.

IEA builds on Gordon's educational approach by helping professionals connect technical knowledge to the decisions clients face about healthcare, extended care and retirement. "I remember the commitment it took to build CLTC and the difference that education made for professionals," said Spencer. "My focus at IEA is making sure people can count on us from their first course through their continuing relationship with the organization. Working alongside my father again makes that responsibility especially meaningful."

IEA's current portfolio includes three self-paced online programs:

Medicare Planning Professional (MPP) helps professionals recognize healthcare and extended-care planning concerns, ask informed questions and identify when specialized guidance is needed.

Medicare Supplement Professional (MSP) strengthens understanding of Original Medicare and Medicare Supplement coverage, with an emphasis on explaining coverage and enrollment considerations clearly and responsibly.

Medicare Supplement Professional Sales Edition provides practical language and client scenarios connecting Medicare conversations with retirement income, IRMAA, caregiving and extended-care funding. The non-CE course emphasizes education and informed decisions.

IEA works with NetStudy to support course administration, delivery and completion records. Continuing education availability varies by course, state and delivery method. Beyond course completion, IEA's Graduate Advantage program provides ongoing resources, including approved credential and branding rights, annual active graduate badges, marketing materials, course updates, graduate sessions with Gordon and preferred pricing on future programs, subject to membership requirements. Through IEA's partnership with Agent Review, eligible graduates can also display approved course credentials, completion years and active status on their professional profiles. "My focus has always been helping professionals better serve their clients through education," Gordon said. "At IEA, we're expanding that work across a broader range of planning needs. Emily's return strengthens our operational leadership and our ability to support graduates throughout their careers."

About Insurance Education Advisors



Emily Gordon Spencer and Harley Gordon - 1

Insurance Education Advisors provides practical education for insurance agents, financial professionals and organizations. Founded by Harley Gordon, Esq., IEA helps professionals develop the knowledge and confidence to guide client conversations about healthcare, extended care, retirement and financial wellness. Its programs combine professional education with digital credentials and ongoing graduate resources.

Emily Spencer

Insurance Education Advisors

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