



**Alan La Belle, CSA**

Alan La Belle is the LTCi Regional Sales Executive for the North East Region and has served in this position since July 2005. Prior to joining Crump, Alan was VP of Marketing at AXA Network, a division of AXA Financial where he was instrumental in working with the field agents of AXA and helping them solve problems and design solutions in the advanced marketing area with various product lines. He started with Crump in 1981 and has been with the LTC Solution Center since 1993, serving in various regions as a Sales Executive since 1997.

Alan holds a CSA designation. He earned a Bachelor of Science degree in Bible Education from Philadelphia College of Bible and additional graduate work in Education from Glassboro State and Trenton State Universities.



**Eric W. Dean, MBA, CLTC**

Eric Dean is a Sales Manager with Crump Insurance Services. He specializes in partnering with financial advisors to help them expand their business in the insurance markets and to find the most competitive solutions for their clients' financial needs. Eric joined Crump in October 2004.

Eric received his undergraduate and graduate degrees from Pennsylvania State University. He earned his CLTC designation in 2011.