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## **Inland Investments Expands On-line Education Platform to Financial Professionals with Digital Platform**

### **Rapid Growth of The Inland Academy Confirms Appetite for Digital Client Engagement**

**Oak Brook, Ill.** – (June 25, 2020) Inland Real Estate Investment Corporation (“Inland Investments”) has expanded on its initial launch of The Inland Academy, an online educational platform designed for financial professionals, with new COVID-19-related resources that include [The Digital Professional](#). Amid the COVID-19 outbreak, Inland Investments continues to increase on-line resources, tools and support to aid financial professionals with client engagement and communication.

“We recognized several years ago that client relationships are changing dramatically because empowered consumers were increasingly searching and finding answers to their questions online,” said Colin Cosgrove, executive vice president of Inland Securities Corporation. “Our goal with The Inland Academy is to help financial professionals adapt to the increasing demand for instant information in a digital world where educational resources on private securities transactions would be readily available in the palm of their hand making it easier to answer client questions, seek up-to-date information and increase their online presence.

The Inland Academy is a free educational resource with a series of videos and resource guides focused on helping financial professionals reach new prospects, generate qualified leads and engage clients digitally. Since the initial rollout in January of 2020, The Inland Academy has:

- Reached 20,000 financial professionals
- Provided more than 200,000 pieces of engaging content
- Initiated 2,500 social media interactions
- Attracted nearly 2,000 educational video views
- Resulted in the download of hundreds of resource guides
- Led to more than 400 one-on-one consultations with financial professionals on how to grow their business.

“Communicating with financial professionals is a top priority for Inland Investments,” added Cosgrove. “This digital platform arrived at the perfect time and we will continue to broaden The Inland Academy platform to best help financial professionals as the investment landscape continues to evolve before, during and after the COVID-19 pandemic.”

The Inland Academy is expected to reach more than 50,000 additional financial professionals this year. For more information about The Inland Academy and the free educational resources it provides, visit

<https://inlandadvisorsolutions.com/>.

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### **About Inland Real Estate Investment Corporation**

Inland Real Estate Investment Corporation is a sponsor of real estate securities and a part of The Inland Real Estate Group of Companies, Inc. The Inland Real Estate Group of Companies, Inc., headquartered in Oak Brook, Illinois, is one of the nation’s largest commercial real estate and finance groups, engaged for more than 50 years in the diverse facets of real estate such as property management, leasing, marketing, acquisition, real estate brokerage, development, redevelopment, construction, real estate financing and other related services. The Inland Real Estate Group of Companies, Inc. is comprised of independent legal entities, some of which may be



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affiliates, share some common ownership or have been sponsored and managed by subsidiaries thereof. For more information visit [www.inland-investments.com](http://www.inland-investments.com).