

Do You Know the Rules?

AIRC™

Take two highly
interactive online
courses to earn
the Certificate in
Regulatory
Compliance!



Join the Leaders in Regulatory Compliance

Associate, Insurance Regulatory Compliance® (AIRC™)

Compliance is one of the most critical issues facing life insurers today. LOMA's compliance courses help employees understand the regulatory environment in which the company operates and appreciate the complex issues surrounding state and federal regulation of the life insurance industry, life insurance companies, and life products.

You'll experience improved performance and enhanced career development while gaining a better understanding of:

- Compliance concepts, terms, processes, and requirements
- State and federal government regulation of insurance companies and producers
- Financial condition and market conduct examinations
- State filing and approval requirements for life and health insurance products and annuities
- Federal securities laws as they apply to the sale of financial products
- Specific regulations governing individual and group life and health insurance, credit insurance, annuities, and retirement plans

The AIRC Program consists of six course credits:

LOMA 280/281

Principles of Insurance/Meeting Customer Needs with Insurance and Annuities

Reviews the fundamentals of the business, giving an up-to-date overview of

- How insurance works
- Policy elements, provisions, and pricing
- Types of life, health, and retirement plan coverages

LOMA 290/291

Insurance Company Operations/Improving the Bottom Line: Insurance Company Operations

Provides an overview of company formation, structure, functional areas, and how various departments

- Develop, price, and distribute products
- Handle underwriting, customer service, and claims
- Perform accounting, investment management, and compliance duties

LOMA 311

Business Law for Financial Services Professionals

Provides an understanding of the legal environment in which international insurance and financial services companies operate, including

- General business law principles including contract law, agency law, and property law
- Legal rights and obligations of financial services companies
- Ways to protect your company

LOMA 320/321 Insurance Marketing/Marketing in Financial Services

Reviews the various elements involved in selling insurance products, offering a unique perspective on

- Strategic and marketing planning
- Consumer and organizational buyer behavior
- Distribution channel concepts and systems

-Or-

LOMA 326* Financial Services Marketing

Covers basic marketing principles and the functions of marketing in a financial services environment including

- Marketing strategies
- Customer behavior
- Promotion and advertising

**LOMA 326 will be offered only through the end of 2015.*

AIRC 411 Regulatory Environment for Life Insurance**

Explains the compliance function and identifies

- State regulation of the insurance industry, insurance producers, and insurance company operations
- Regulation of market conduct and insurer insolvency
- Federal regulation of insurance and securities

AIRC 421 Regulation of Life Insurance Products, Sales, and Operations**

Describes how the state and federal governments regulate

- Individual and group life insurance
- Individual and group health insurance and managed care plans
- Annuities and retirement products
- Reinsurance agreements and credit life insurance

****A Regulatory Compliance Essentials Certificate will be awarded for completion of these two highly interactive courses.**



Visit www.loma.org or e-mail education@loma.org

“The AIRC is directly related to the work we do in the insurance Commissioner’s office, so I thought this particular designation would be helpful to me in my role as a regulator. Additionally, I believed that the information from the courses would allow me to better understand all the issues facing the members of the insurance industry who I work with every day.”

*David Cooney, FLMI, AIRC
Insurance Department of Maryland*

“I think the knowledge gained from the AIRC certainly helped in boosting my overall understanding of the life insurance industry and business; the various products in terms of how they meet customers’ needs; each core insurance function and how they operate; and a better understanding of compliance concepts, terms, processes, and regulatory requirements. This knowledge, at both the conceptual and technical level, makes it easier for me to understand, identify and assess some of the challenges and issues that our business is facing, as well as the best practices and recommendations I could make to our colleagues, in particular when I conduct my compliance reviews at various AIA entities in different jurisdictions.”

*Winkie Wing Kun Ngan, FLMI, ACS, AIRC
The AIA Group*

Know the Rules...and Succeed!

LOMA designees worldwide report that they have experienced a solid return-on-investment from their LOMA designation!

- 90% state earning a designation helped their career
- 87% believe LOMA programs have increased their competence in the insurance business
- 85% state the knowledge gained from LOMA courses was worth the time invested

For more information,

Contact your company’s LOMA Educational Representative.
If you are an independent student, contact LOMA’s Office of the Registrar.



www.loma.org
1-800-ASK-LOMA

