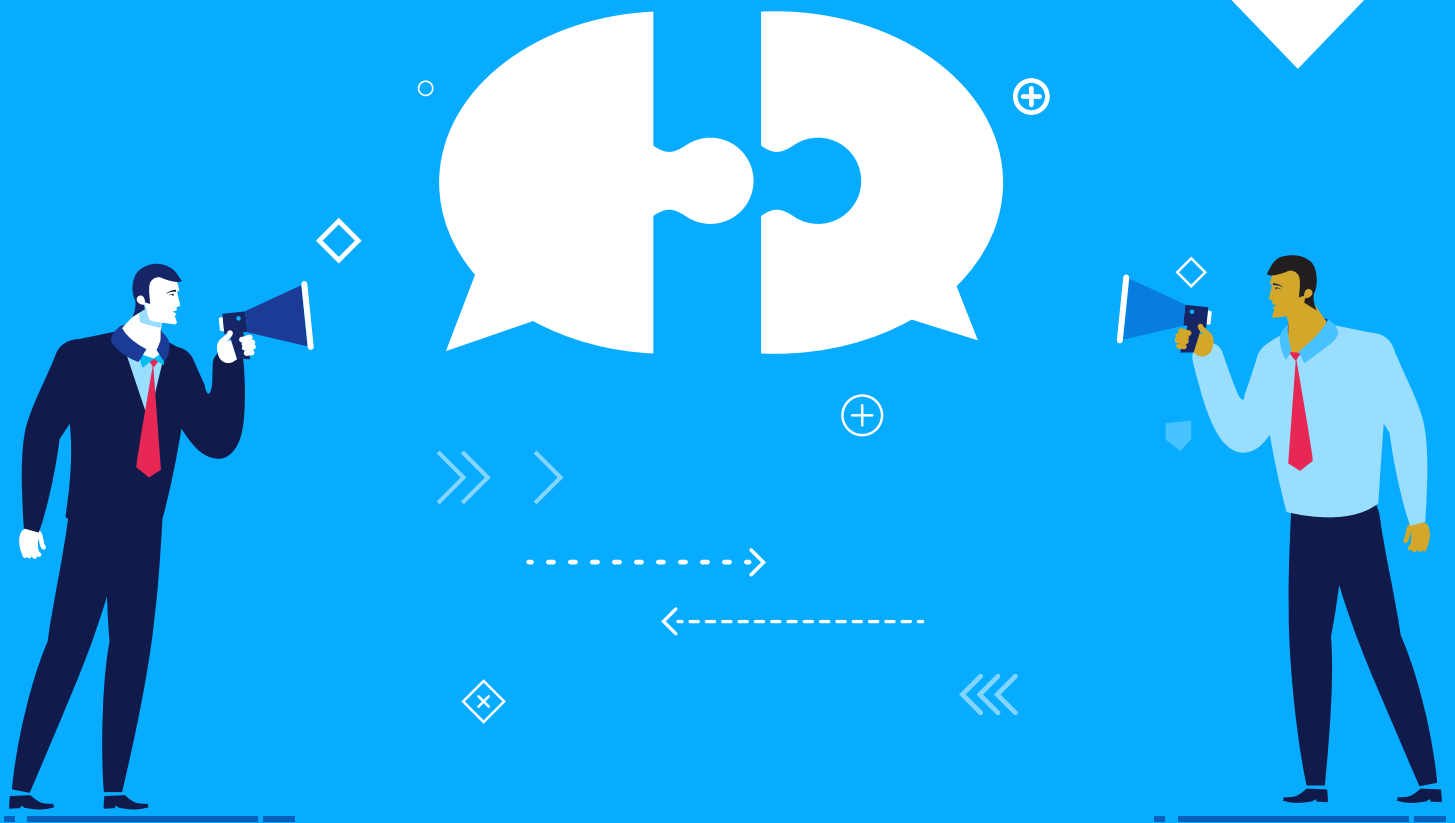




# Do You Speak the Language of Insurance?

ALMI®  
FLMI®



# Associate, Life Management Institute™ (ALMI®) Fellow, Life Management Institute™ (FLMI®)

## Speak the language and Succeed!

Insurance professionals are faced with complex terminology and concepts on a daily basis. Having an understanding of what these terms mean and how they impact your business is essential to your success.

Learn to speak the language of insurance while earning the Associate, Life Management Institute™ (ALMI®) and Fellow, Life Management Institute™ (FLMI®) designations. You'll gain a comprehensive understanding of the insurance and financial services industry, and experience improved performance and enhanced career development. The FLMI offers the prestige of having a globally-recognized designation that is the standard of excellence for developing industry professionals.



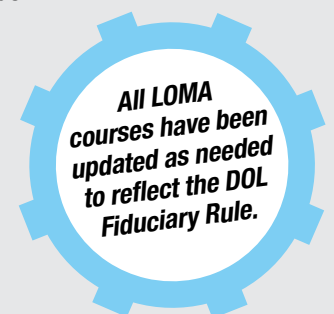
***“You’ll gain a broad understanding of our industry!”***



The program's ten courses provide you with a broad business education in the context of the insurance and financial services industry. You will benefit from meaningful and focused learning outcomes for each of its three levels:

- **Level 1 Certificate**  
Foundational Insurance Concepts
- **Associate, Life Management Institute (ALMI)**  
Core Insurance Functions & Financial Literacy
- **Fellow, Life Management Institute (FLMI)**  
Advanced Insurance & Financial Concepts

Courses within the Level 1 Certificate and ALMI levels are available in both proctored and non-proctored formats to complement your learning needs.





## Certificate Level

### **LOMA 280: Principles of Insurance -or- LOMA 281: Meeting Customer Needs with Insurance and Annuities**

Introduces basic insurance concepts and provides an overview of life insurance products.

### **LOMA 290: Insurance Company Operations -or- LOMA 291: Improving the Bottom Line: Insurance Company Operations**

Provides an overview of insurance company formation, structure, functional areas, and describes how various departments operate together to enhance the complete customer experience.



## ALMI Level

### **LOMA 301: Insurance Administration -or- LOMA 302: Lifecycle of a Policy: Insurance Administration**

Presents a broad overview of insurance product administration, focusing on underwriting, reinsurance, claims, and customer service.

### **LOMA 307: Business and Financial Concepts for Insurance Professionals -or- LOMA 308: The Business of Insurance: Applying Financial Concepts**

Explains financial concepts and financial terminology that all industry employees should understand and relates these concepts and terms to insurance operations and profitability.

### **LOMA 320: Insurance Marketing -or- LOMA 321: Marketing in Financial Services**

Reviews the various elements involved in selling insurance products and the functions of marketing as an integral aspect of the life insurance industry.



## FLMI Level

### **LOMA 311: Business Law for Financial Services Professionals**

Examines the basic features and principles of the legal environment in which financial services companies operate.

### **LOMA 335: Operational Excellence in Financial Services**

Presents financial services from the perspective of a company's operations management, and focuses on practical techniques to accomplish the everyday tasks of providing financial services as efficiently as possible.

### **LOMA 357: Institutional Investing: Principles and Practices**

Provides an understanding of the investment regulatory environment, and investing for life insurance companies and similar institutions.

### **LOMA 361: Accounting and Financial Reporting in Life Insurance Companies**

Examines financial and managerial accounting in life insurance companies, including the corporate and regulatory environments in which accounting functions occur.

### **LOMA 371: Risk Management and Product Design for Insurance Companies**

Describes technical product design for life insurance and annuities and the current state of risk management in insurance companies.

Visit [www.loma.org](http://www.loma.org) or  
e-mail [education@loma.org](mailto:education@loma.org)



# Insurance Fluency . . . Brought to you by the ALMI & FLMI

*"I saw the FLMI designation as an opportunity to learn about all facets of the insurance industry. This was very helpful, since my educational background was in an un-related field. The broad subject matter offered by LOMA was valuable to me and gives me a better understanding of the industry."*

*Danuse Peak, FLMI, ACS  
Merit Life Insurance Company*

*"The ALMI designation helped me build a solid foundation on the different aspects of the insurance industry."*

*Janice Alfonso, FLMI  
AXA Philippines*

*"LOMA offers respected designations that are highly regarded, both by my company and my peers. My designations have given me the tools to better understand the insurance and financial services industry."*

*Joanne Landry, FLMI, ACS, ARA, AIAA  
Medavie Blue Cross*

## 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](http://www.loma.org)  
1-800-ASK-LOMA

