

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.

Get the knowledge you need to excel in our complex industry by 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 you the prestige of having a globally-recognized designation that is the standard of excellence for developing industry professionals.

The program's ten courses will provide you with a comprehensive business education in the context of the insurance and financial services industry. The FLMI designation offers you 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

Certificate Level

LOMA 280/281

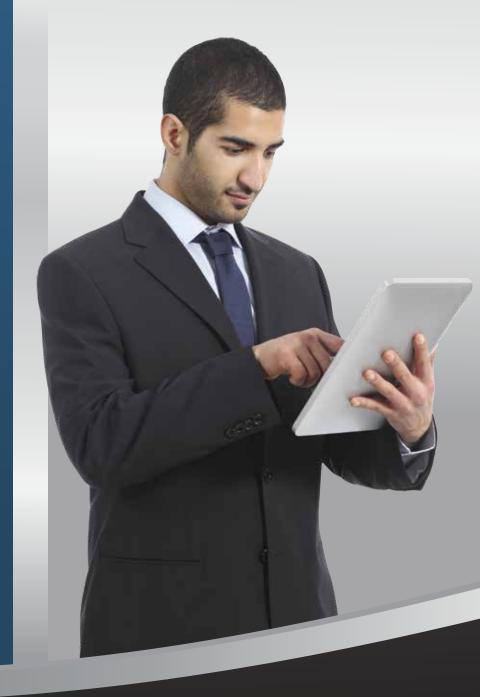
Principles of Insurance/Meeting Customer Needs with Insurance and Annuities

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

LOMA 290/291

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

Provides an overview of insurance company formation, structure, functional areas, and describes how various departments operate.



ALMI Level

LOMA 301

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

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

LOMA 320/321 Insurance Marketing/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.

* LOMA 321 is a new online interactive course within the ALMI and FLMI programs!

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 environment 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.

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

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

"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

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

Janice Alfonso, FLMI AXA Philippines

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

