

ASRI™
FSRI™

Take Charge of Your Retirement Knowledge



LOMA
Secure
Retirement
INSTITUTE®

Retirement Education for Financial Professionals

A Unique Approach

The Associate, Secure Retirement Institute™ (ASRI™) and Fellow, Secure Retirement Institute™ (FSRI™) provides a solid understanding of the “what, why, and how” of the retirement industry.

These programs cover the entire retirement industry and:

- Complements technical, job specific training
- Includes both employer sponsored and individual retirement plans
- Provides career development and mobility
- Enhances engagement of professionals and customers
- Rewards with a globally recognized industry designation



The FSRI™ program helps you:

- Gain an understanding of the plans and products you support, the role of those plans and products within a retirement plan, and complex retirement planning decisions
- Understand how sponsors, participants and advisors connect to the business
- Improve your job performance and readiness for future job opportunities by providing a strong foundation that complements company specific training
- Enhance your value to the company and earn a portable, job-relevant professional designation from a highly regarded industry education provider
- Acquire the knowledge you need to prepare for your own retirement



Level 1: Certificate in Retirement Essentials

The Certificate in Retirement Essentials provides an overview of the retirement industry and a strong foundation in retirement principles, products, and planning. The three courses* within this first level of the program are available in a contemporary, highly interactive online format and afford a strong foundation of retirement knowledge. To attain the Certificate in Retirement Essentials, learners are required to complete the following (or their course equivalents):

SRI 111 – Retirement Marketplace^{1*}

Provides foundational knowledge to help employees understand the retirement savings and income environment; includes the retail and institutional marketplaces and qualified and non-qualified retirement plans/products for saving and investing.

After completing this course, professionals should be able to:

- Identify the companies operating in the retirement marketplace and the types of retirement services and solutions they provide
- Understand the personal and financial risks people face before and during retirement
- Correlate the relationships between risks and returns
- Understand the techniques individuals can use to manage risks
- Identify important concepts related to retirement income and savings, such as the time value of money and portfolio management



SRI 121 – Retirement Savings and Investments^{*}

Takes a close look at the retirement plans and products

After completing this course, professionals should be able to:

- Differentiate between various types of annuities, investments, and IRAs plus, understand how each can be used as a retirement product
- Explain how annuities and investments are taxed under U.S. federal tax laws
- Describe the advantages and disadvantages of nonqualified annuities, investments, traditional IRAs, and Roth IRAs as retirement products
- Identify the general rules that apply to the taxation of qualified retirement plans
- Differentiate between the types and application of all variations of employer sponsored plans
- Describe other tax-advantaged retirement plans that can be used by small businesses
- Explain the qualification requirements of all qualified plans

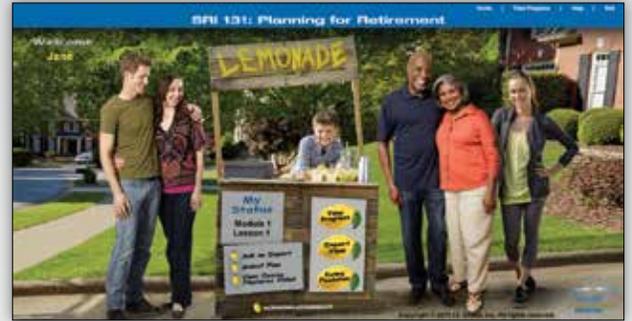


SRI 131 – Planning for a Secure Retirement^{2*}

Learn the retirement planning process, identify the tools that are available to help individuals create a retirement plan, and describe the primary components of a comprehensive retirement plan.

After completing this course, professionals should be able to:

- Describe factors that make retirement planning a top priority for many people and the primary activities people perform during the accumulation phase of retirement
- Explain how inflation and longevity influence a person's retirement income needs, and the methods people use to determine income needs at retirement
- Describe the tax consequences of receiving benefits from a tax-advantaged retirement plan in a lump-sum distribution
- Describe strategies retirees can use to manage risks during the decumulation period
- Identify methods customers use to manage and store cash
- Identify three basic types of risks that are insurable
- Explain how wills are used to transfer property, the key people involved in creating and administering a will, and the requirements of a valid will



The Associate, Secure Retirement Institute™ (ASRI™)

The Associate, Secure Retirement Institute™ (ASRI™) teaches advanced concepts in generating successful retirement outcomes and the application of retirement industry knowledge to marketing, business acquisition, administration/operations, service, and other functions that support the retirement business. The three courses* within this second level of the program are available in a contemporary, highly interactive online format and will an advanced level of retirement knowledge. To attain the **ASRI**, learners are required to complete the following (or their course equivalents):

Achieve Level 1: Certificate in Retirement Essentials, plus:

SRI 210 – Successful Retirement Outcomes#

Focuses on the increasingly significant business of retirement income. With the number of retirees projected to grow to 64 million by 2025, providing retirement income will be vital for leading retirement providers of all types.

After completing this course, professionals should be able to:

- Understand post-retirement risks and specific solutions these risks
- Describe the different sources of retirement income, such as Social Security retirement benefits, tax-advantaged retirement plans, IRAs, investments, and nonqualified annuities; and explain important decisions that individuals generally must make with regard to each source
- Explain the importance of Medicare insurance, Medigap policies, and long-term care insurance (LTCI) policies in a retirement income plan
- Evaluate an individual's or couple's retirement readiness and recommend solutions to a potential retirement shortfall; and understand how this evaluation can be performed with and without the use of retirement planning calculators
- Describe income-generating strategies used in the decumulation phase, such as the systematic withdrawal strategy, the bucket strategy, and the flooring strategy; and explain the importance of asset allocation and periodic rebalancing during retirement



SRI 220 – Retirement Marketing and Business Acquisition^{3#}

Educates professionals about the stakeholders and dynamics of the business acquisition process for **both** institutional and retail retirement markets; includes a primary focus on market segmentation, product development, distribution and customer engagement. The course will also examine the impact of government policies, consumer behavior, and economic conditions on marketing and distribution strategies.

After completing this course, professionals should be able to:

- Describe the primary stakeholders in retirement distribution and the role each plays in providing retirement solutions
- Understand marketing principles and the strategies companies use to segment markets, differentiate their products and position themselves competitively in the retirement market
- Describe product development processes, strategies, and distribution methods, and understand the regulatory requirements in the design of qualified retirement plans
- Describe how provider companies design and install retirement plans in the retail and institutional markets
- Describe annuity product design and annuity new business processing
- Describe the business acquisition process in both institutional and retail markets
- Describe the personal selling process, including benefits, disadvantages, unethical sales practices, and compensation methods
- Understand the steps involved in measuring product/plan performance and evaluating customer satisfaction
- Understand how successful customer experience management (CEM) programs help to create, maintain, and manage long-term relationships with retail and institutional customers



SRI 230 – Retirement Administration and the Customer Experience

Delivers knowledge about administration functions for retirement products and plans while incorporating a practical perspective on enhancing the customer experience.

After completing this course, professionals should be able to:

- Understand the primary stakeholders, processes, activities and documents involved in the administration of retail and institutional retirement plans
- Explain the importance of an exceptional customer experience to asset retention and company success and discuss strategies for enhancing the retirement customer experience
- Discuss the impact of regulation, quality control measures, risk management, and information technology on retirement administration and the customer experience
- Explain how companies organize resources for retirement administration activities
- Describe how annuities and IRAs are established and administered
- Explain the recordkeeping processes for participant accounts in retirement plans
- Understand the ongoing compliance requirements for retirement plans
- Be conversant with the reporting and disclosure activities associated with annuities, IRAs, and retirement plans

The Fellow, Secure Retirement Institute™ (FSRI™)

Achieve the ASRI, plus:

SRI 500 – Transforming Retirement Security⁴

Provides an overview of the current retirement system in the U.S. and examines forces for change, public policy, and megatrends that impact the retirement system. Also explores the potential for driving innovation to enhance the retirement system of the future.

After completing this course, learners should be able to:

- Evaluate the achievements of the retirement system in terms of providing secure retirement outcomes; understand the societal importance of secure retirement outcomes
- Describe the positive and negative environmental forces that are shaping future retirement outcomes
- Apply critical thinking and strategic analysis to understanding the retirement system, its role in society, and potential future improvements in retirement system outcomes
- Identify and discuss innovations now under way in the retirement system, and strategies for improving the retirement system for the future

¹ Learners who have credit for LOMA 286 or AAPA 273 automatically receive credit for SRI 111.

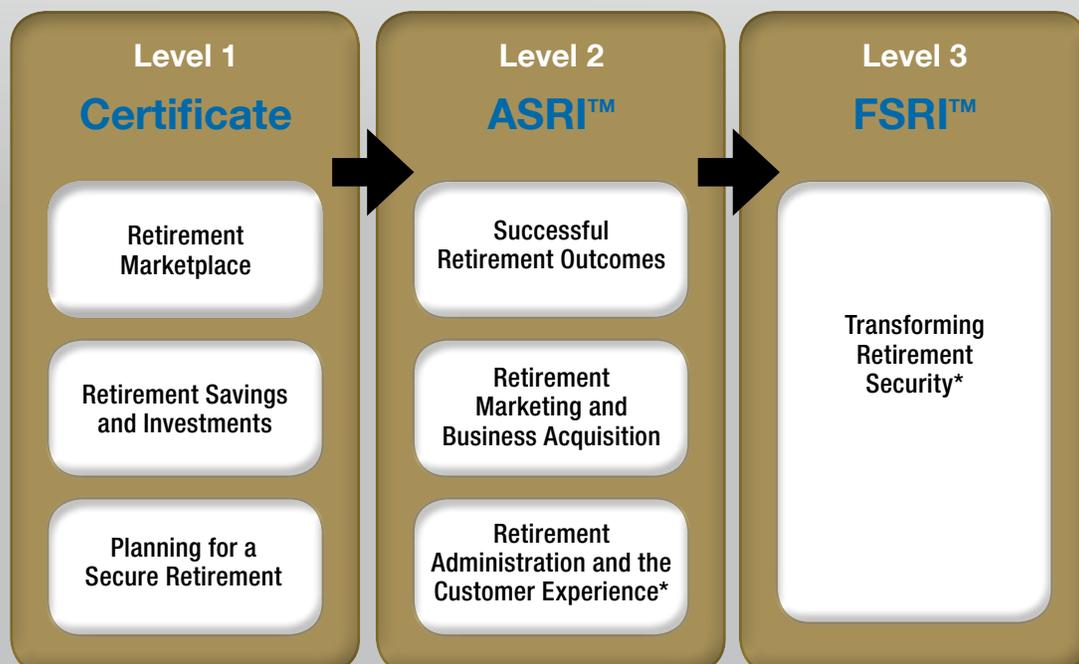
² Learners who have credit for LOMA 305 automatically receive credit for SRI 131.

³ Learners who have completed the FFSI, AAPA or FLMI designation automatically receive credit for SRI 220.

⁴ As the final course in the FSRI program, SRI 500 requires a proctored end-of-course examination; study materials are available via an online course portal.

*The three courses within Level 1 of the program are available in an engaging, highly interactive online format. Each course contains an integrated, non-proctored exam. Each course can be completed in approximately 7-10 hours.

*The three courses within ASRI program are available in an engaging, highly interactive online format. Each course contains an integrated, non-proctored exam. Each course can be completed in approximately 14-16 hours.



"I really enjoyed the format of this course (SRI 111)...it was the best format of LOMA course I have taken (and I have FLMI as well as ACS and AIAA, so I've taken quite a few LOMA courses). Great job putting this together!"

"I really like the new online course structure versus the textbook option. This is engaging and does not feel as stressful which allows a person to learn better, in my opinion. You are being moved through the material at a comfortable pace. I am looking forward to the next SRI course available soon."

"SRI 111, 121, & 131 were very informative. I have learned a lot taking the online courses and am very happy I did it."



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

LL Global, Inc.



Secure Retirement INSTITUTE®