

REMOTE TEAMS? BRING THEM TOGETHER IN LOMA'S VIRTUAL CLASSROOM

Take advantage of LOMA's proven expertise in industry education to keep your employees' development plans on track.

We deliver live, facilitated industry training directly to your group — wherever they're working. Simplify your company's onboarding process with our highly acclaimed Virtual Insurance Immersion program. Give new hires and emerging leaders the solid foundation they need to succeed in this dynamic, evolving industry.

In our virtual classroom, learners actively participate in discussions and small group activities so they stay engaged. And, we make it easy for you — LOMA provides the industry-specific content, experienced instructors, materials, activities, and tools to promote the session, you simply provide the participants!

For the best online learning experience, Virtual Insurance Immersion is delivered over 4 days, in eight, 2-hour sessions, for a total of 16 hours:

LOMA'S VIRTUAL INSURANCE IMMERSION PROGRAM

| | Day 1 | Day 2 | Day 3 | Day 4 |
|---|--|--|----------------------------|--|
| Session 1: 10:30 a.m.– 12:30 p.m. (EST) | Industry Overview (Trends, Regulations, & Disruptors) | Annuities | How Insurers Make Money | Claims Administration |
| Session 2: 2:00 p.m.– 4:00 p.m. (EST) | Life Insurance Products | Other Product Considerations (Pricing & Profitability, Distribution) | Underwriting | Operational Success (Customer Experience, Performance & Efficiency) |



WHAT PARTICIPANTS SAY ABOUT VIRTUAL INSURANCE IMMERSION

*"Great job facilitating, providing activities, group breakout sessions, and engagement. **Well thought-out approach to training.** The 2-hour per session schedule is great; it keeps attention and allows for breaks."* (Fall 2020)

"The content was excellent. It was fun and I learned a lot." (Fall 2020)

*"All instructors and facilitators were **extremely knowledgeable.** They did a **tremendous job** answering questions and engaging the virtual classroom. Very impressed overall."* (Fall 2019)

*"I found the sessions to be invaluable. **They provided a great foundation for me.** My only regret is that I didn't complete this course when I first joined my company."* (Fall 2019)

2021 PRICING

- LOMA Member: \$22,100, for up to 25 participants
- Non-Member: \$44,200, for up to 25 participants

Do you have a group you'd like to bring together virtually for this training?
Contact us now to schedule a date that works for you! Message us at membersolutions@loma.org or call us at 1-800-ASK-LOMA.



VIRTUAL INSURANCE IMMERSION OFFERS

- Cost-effective, high-quality training developed with industry experts
- Content designed specifically for virtual learners including small-group activities in breakout rooms, interactive discussions, and videos via Adobe Connect classroom
- Topics that build in a logical sequence, creating a “big picture” view of company operations
- Adaptability: Include your company’s perspective by adding internal subject matter experts
- Collaboration: Unite employees from across the organization to learn and engage in meaningful conversations
- Flexibility: Choose dates that work for your company

HELPFUL MARKETING MATERIALS INCLUDED

LOMA provides a tool kit for you to encourage participation at your organization. It outlines the best way to help maximize your enrollments and, therefore, your return on investment! This kit includes:

- A detailed plan to help guide internal communication to employees
- Ready-to-send email templates for dual audiences (managers and employees)
- Program brochure and customizable flyer to easily share across your company

BENEFITS OF VIRTUAL INSTRUCTOR-LED TRAINING

- No travel for participants – saves time and expense
- Team members can attend from any location
- Digital course materials provided to all participants
- Bring remote groups together for collaborative learning

MORE ABOUT OUR VIRTUAL CLASSROOM

The Adobe Connect virtual classroom is accessible for anyone, anywhere. It leverages industry-leading tools to deliver immersive virtual classroom experiences. Chat pods, polls, quizzes, breakout rooms, games and more help to create interactivity and engagement throughout the session.

IDEAL FOR

- Newly recruited professionals who need to learn about the industry
- Emerging leaders who need a broader perspective of the business
- Skilled professionals with roles expanding beyond a single business unit

WHY MANAGERS LIKE INSURANCE IMMERSION

*“Our employees always have great things to say about the program. It gives them an **understanding of where everything fits** within our company and the industry as a whole.”*

– Director, Talent Development

*“For many of our newly hired employees, the key takeaway is an **understanding of the long-term nature of the insurance industry** and how this affects our business.”*

– HR Leader

*“A high-level overview of the industry is important for our employees. It’s important they **go beyond internal training to get a 360° view of the business.**”*

– Head of HR

