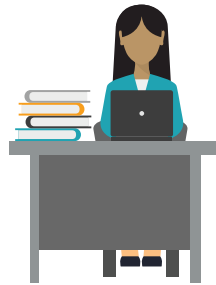


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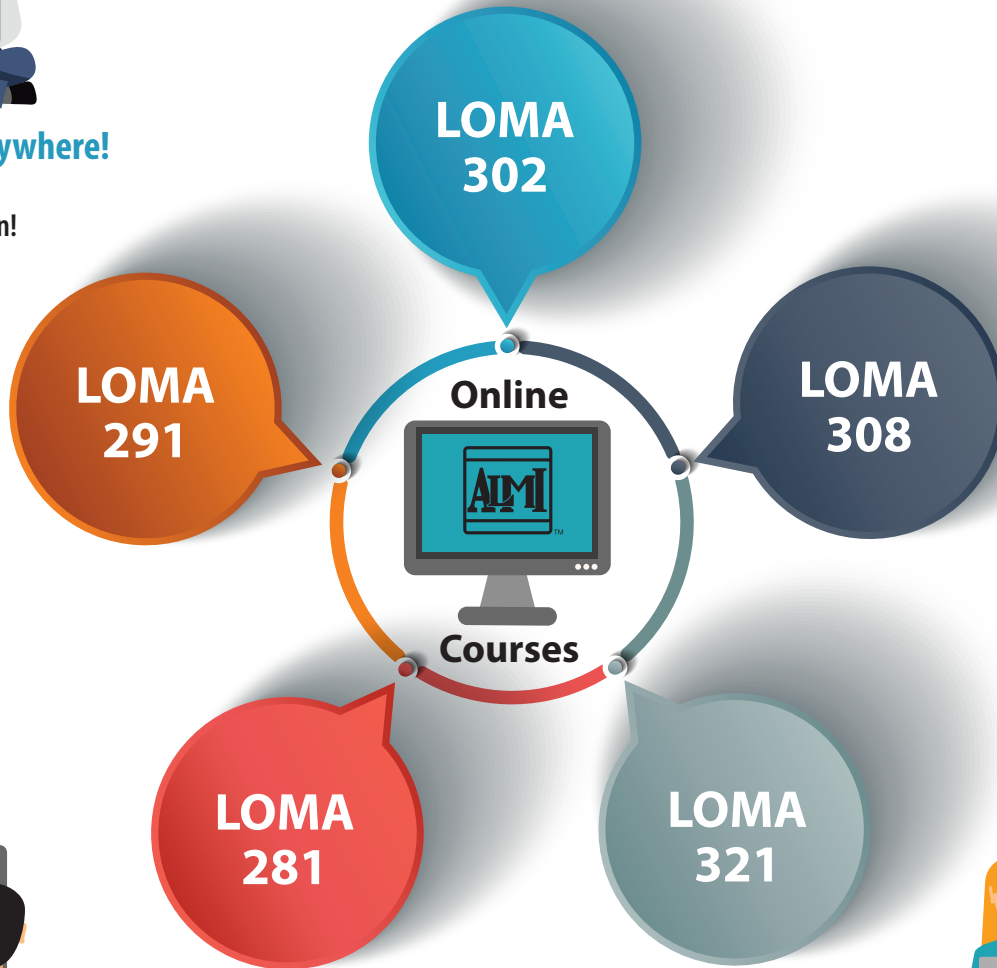
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Here's a quick overview of what each ALMI® course covers:



LOMA 291 Improving the Bottom Line: Insurance Company Operations

- Insurance operations and functions basics
- Operational efficiency and effectiveness
- Every employee has a role in the company's financial success

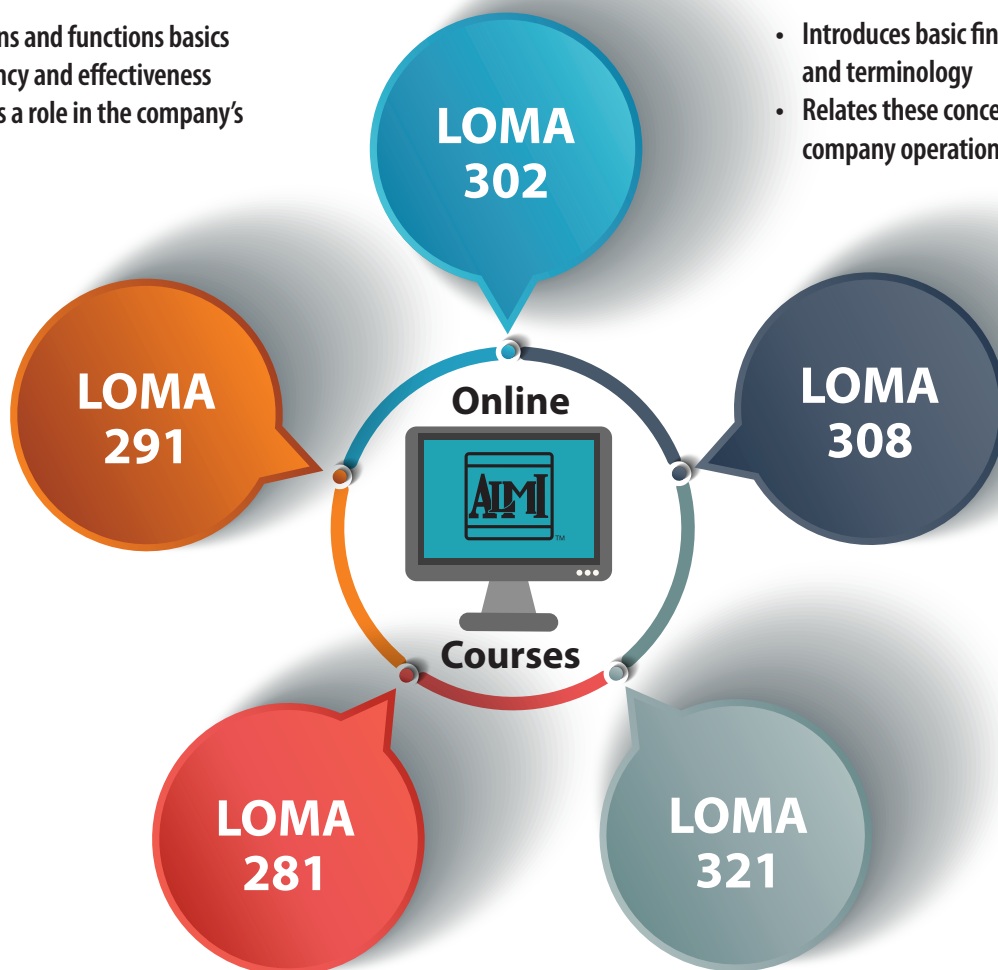
LOMA 302 The Policy Lifecycle: Insurance Administration

- In-depth study of insurance administration activities
- Underwriting, customer service, and claims activities



LOMA 308 The Business of Insurance: Applying Financial Concepts

- Introduces basic financial concepts and terminology
- Relates these concepts to insurance company operations and profitability



LOMA 281 Meeting Customer Needs with Insurance and Annuities

- The principles of insurance and insurance products
- Policyowner's rights
- Individual and group life insurance and annuity products

LOMA 321 Marketing in Financial Services

- Presents basic marketing principles
- Shows how to satisfy customers' financial needs and to create profitable relationships