All ALMI® Courses Now Highly Interactive Online!

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LOMA 302

LOMA 291

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LOMA 281

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Contact your company’s Ed Rep, visit www.loma.org, email education@loma.org
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