Do You Speak the Language of Insurance?
Associate, Life Management Institute™ (ALMI®) 
Fellow, Life Management Institute™ (FLMI®)

Speak the Language and Succeed!

Insurance professionals are faced with complex terminology and concepts on a daily basis. Understanding what these terms mean and how they impact your business is essential to your success.

Learn to speak the language of insurance while 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 the prestige of having a globally-recognized designation that is the standard of excellence for developing industry professionals.

The program’s ten courses provide you with a broad business education in the context of the insurance and financial services industry. You will benefit from 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

Many courses within the FLMI program offer both proctored and self-proctored exam options to best match your learning preferences.

“You’ll gain a broad understanding of our industry!”
### LOMA 280: Principles of Insurance -or- LOMA 281: Meeting Customer Needs with Insurance and Annuities
Introduces basic insurance concepts and provides an overview of life insurance products.

### LOMA 290: Insurance Company Operations -or- LOMA 291: Improving the Bottom Line: Insurance Company Operations
Provides an overview of insurance company formation, structure, and functional areas, and describes how various departments operate together to enhance the complete customer experience.

### LOMA 301: Insurance Administration -or- LOMA 302: Lifecycle of a Policy: Insurance Administration
Presents a broad overview of insurance product administration, focusing on underwriting, reinsurance, claims, and customer service.

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

### LOMA 320: Insurance Marketing -or- LOMA 321: Marketing in Financial Services
Reviews the various elements involved in selling insurance products and the functions of marketing as integral aspects of the life insurance industry.

### 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 investing and the investment regulatory environment 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 environments 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.
"The FLMI designation has meant a lot to me. It has given me a much better understanding of the financial industry. I am able to discuss industry-related topics intelligently and to develop well-informed opinions. My designation has caused potential employers to comment on my knowledge and dedication. This has given me an edge over other potential candidates."

"LOMA's education and materials have helped me grow as an employee in the financial services industry as well as personally. I've learned new concepts and taken deeper dives into areas that directly affect my role. It has been a point of pride for me personally to earn each designation."

"LOMA is such a capable learning institution – the lessons are both informative and challenging. LOMA designations are not nominal. They truly earn designees' respect and recognition, and clearly illustrate the path to excellence in this industry."

For more information

Contact your company's LOMA Educational Representative. If you are an independent student, contact LOMA's Office of the Registrar.

Customers in the U.S. and Canada, please contact: membersolutions@loma.org

International Customers, please contact: intl@loma.org

www.loma.org
1-800-ASK-LOMA

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