Do You Speak the Language of Insurance?
Insurance professionals are faced with complex concepts and terminology 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, while experiencing improved performance and enhanced career development. The FLMI is a globally-recognized designation and the standard of excellence for developing industry professionals.

The program’s 10 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!
Customize Your Learning Path

Certificate Level

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.

Provides an overview of insurance company formation, structure, and functional areas, and describes how various departments operate together to enhance the complete customer experience.

FLMI Level

LOMA 311: Business Law for Insurance 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. Now available as an e-book with a self-proctored testing option.

ALMI Level

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 357: Institutional Investing: Principles and Practices
Provides an understanding of investing and the investment regulatory environment for life insurance companies and similar institutions. Now available as an e-book with a self-proctored testing option.

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. Now available as an e-book with a self-proctored testing option.

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.
Insurance Fluency …
Brought to You by the ALMI & FLMI

“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 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.”

“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.”

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

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