

# LOMA Membership:

## Beneficial to your Leaders, Employees, and Operations!



# Partner With LOMA To Achieve Greater Success!



As the leading global trade association for the insurance and financial services industry, LOMA has been the trusted source for industry knowledge for nearly 100 years! We are committed to a business partnership with our worldwide members to improve their management and operations through quality employee training and development, research, information sharing, and related products and services. With your LOMA membership, your employees will be equipped with valuable information and resources that can significantly improve your company's bottom line.

The benefits of LOMA membership are extensive and our member companies experience the most significant impact in five key categories: Education, Assessment, Information Center Services, Conferences and Committees.

## EDUCATION

LOMA is a proven leader in providing industry-specific educational offerings designed to improve performance and enhance career development. In a recent survey, 94% of senior leaders believe LOMA designations are a worthwhile endeavor for employees in the industry...and nearly 90% of learners believe LOMA courses improved their job competence.

**Members make a difference.** Subject matter experts from LOMA member companies partner with us to design and develop courses and programs that are relevant to today's insurance and retirement industries. These experts provide valuable input on the needs and direction of the industry, and have a lasting impact on the leaders of tomorrow.

**Members save on enrollments.** Members enjoy significant discounts on our globally-recognized professional designation courses, instructor-led programs, and short online courses that focus on specific aspects of the industry.

**Customized Solutions for Members.** Our Member Solutions team, along with our education and training experts, will collaborate with your company to develop a comprehensive learning and development plan reflecting your company's unique needs.

# Your Trusted Source of Industry Knowledge

## ASSESSMENT

LOMA has developed a time-tested, performance-driven approach to help you achieve your business goals with effective recruiting, selection, productivity, and retention solutions. We are focused on helping you identify and retain the best sales, service, management, claims, underwriting, IT, operations, and administrative personnel.

Technology alone doesn't ensure productivity: managers and employees are the true backbone of your business. We can help you confidently select the broad range of workers you need to get the job done now and in the future, including:

- Managers
  - Professionals and specialists
  - Administrative and clerical staff
  - Remote/offsite workers
  - Insurance underwriters
  - Claims professionals
- Choose the solution that's right for your specific needs:
- ASSET — for assessing potential managers
  - Entry Level — for assessing entry-level employees
  - SelectExpress — mobile screening for job candidates
  - SelectWrite — writing skills assessment
  - Virtual Worker — for assessing remote workers

We also offer employee opinion surveys, exit interviews, and compensation surveys to help you identify organizational strengths and weaknesses — and create strategic action plans that boost your competitive advantage.

## CONFERENCES

LOMA presents over 50 conference opportunities each year for members to network and learn more about the life insurance and retirement industries. These events cover many areas of interest, including: Customer Service, Operations Management and Product Development, Information Technology Management, Financial and Strategic Services Management and Compliance. LOMA members can enjoy discounted rates on conferences resulting in a savings of approximately \$500 per person, depending on the conference.

## COMMITTEES

LOMA committees consist of member company representatives who meet periodically to discuss common challenges and responsibilities, share information with industry peers, and explore ways to improve methods of operations and management. In a recent survey of committee members, they were asked to place a dollar value on their committee membership. Based on the responses, the associated value of a LOMA committee membership is generally greater than \$6,500 per person annually! LOMA currently has over 40 committees in these categories: Education, Financial and Strategic Management, Human Resources, Life Insurers Council, Operations, Technology, Training and Management.





## Information Center Services

If you have questions about leading-edge industry practices and trends, our Information Center can provide you with the knowledge you need! LOMA's Information Center is your direct source for customized research and information relevant to the insurance and financial services industry. LOMA Members can receive access to research addressing a wide range of company practices and operations, including: Customer Service, Information Technology, Claim Administration, Policy Issue and Underwriting, Human Resources, Premium Billing and Collection, and more. The following member benefits are also available through the Information Center:

**Research Briefs.** LOMA's Information Center has published over 200 concise research summaries on a wide variety of industry topics.

**Quick Queries.** LOMA's committees often conduct informal surveys in which industry peers use a Q&A format to obtain insight on various industry practices and procedures.

In addition to the industry news available from the Information Center, our award-winning Resource magazine provides in-depth analyses of key trends shaping the industry. Available online and in print, this monthly magazine Resource is a great way to stay informed!

**Want to learn more about how LOMA can benefit  
your company and employees?**

**Contact us at [membership@loma.org](mailto:membership@loma.org).**

***We look forward to partnering with you to achieve continued success!***