



## 2018 LOMA English-Language Short Online Courses and Course Collection Fees (Worldwide)

LOMA's e-learning library features a vast array of short online courses on various topics relating to insurance and financial services. In addition to LOMA's own short online courses and short online course collections, we offer access to several partner-owned short online courses. This price sheet reflects the price range for our partner-owned courses, as well as the specific course prices and course collection prices for LOMA-owned courses.

Short online course fees are based on a company's LOMA membership status\*. Member and nonmember companies can be invoiced for course fees. Independent students must pay fees at the time of enrollment. All fees are shown in U.S. dollars and must be paid in U.S. dollars by VISA, MasterCard, American Express, check, money order, or bank transfer. Fees are non-transferable between students and courses. Enrollments may not be cancelled.

\* Participation in LOMA Education Programs or activity does not constitute LOMA membership, nor does it qualify an organization for member company rates.

LOMA-Owned Short Online Courses	Discounted Member Price	Non-Member Price
15-Minute Insurance Industry Overview	\$50	\$100
Agency Support Functions	\$50	\$100
Annuities: How They Work	\$50	\$100
Annuities: Overview of Taxation	\$50	\$100
Annuities: Why People Buy Them	\$50	\$100
Annuity Basics and Participants	\$50	\$100
Annuity Products	\$50	\$100
Annuity Regulation	\$50	\$100
Basic Investment Concepts	\$50	\$100
Distributing Insurance Through Agents	\$50	\$100
Ethical Conduct in the Insurance Industry	\$50	\$100
Exceptional Customer Service	\$50	\$100
How Group Health Insurance Works	\$50	\$100
How Group Insurance Works	\$50	\$100
How Group Life Insurance Works	\$50	\$100
How Insurance Companies Make Money with Life Insurance and Annuities	\$50	\$100
How Insurance Companies Pay Life Claims	\$50	\$100
Individual Life Insurance Policy Provisions and Supplemental Benefits	\$50	\$100
Individual Life Insurance Underwriting	\$50	\$100
Interacting Effectively With Agents	\$50	\$100
Introduction to Long-Term Care Insurance	\$50	\$100
Life Insurance Basics	\$50	\$100
Life Insurance Products	\$50	\$100
Managing Time and Stress	\$50	\$100
Overview of Disability Income Insurance	\$50	\$100
Overview of Life Insurance Accounting	\$50	\$100
Overview of Retirement Plans	\$50	\$100
Policyowner Rights for Individual Life Insurance	\$50	\$100
Processing Customer Service Transactions for Life Insurance	\$50	\$100
Reinsurance Basics	\$50	\$100
Reinsurance Operations Overview	\$50	\$100

**Note:** Prices are subject to change without notice.

Updated 4/16/2018

<b>LOMA-Owned Short Online Courses</b>	<b>Discounted Member Price</b>	<b>Non-Member Price</b>
Reinsurance Overview	\$50	\$100
Replacements of Life Policies and Annuities	\$50	\$100
Supplement to Reinsurance Basics	\$50	\$100
The Insurance Sales Process	\$50	\$100
The Life of an Insurance Policy	\$50	\$100
Working With Upset Customers	\$50	\$100

For more details on LOMA-owned short online courses, please consult the online catalog at <http://learning.loma.org/public/searchresults.aspx>

<b>Partner-Owned Short Online Courses</b>	<b>Discounted Member Price</b>	<b>Non-Member Price</b>
<b>LOGIQ<sup>3</sup></b>	\$100	\$200
<b>LRN</b>	\$100	\$200
<b>North American Training Group</b>	\$50	\$100

For more details and specific pricing for a partner-owned short online course or collection, please consult the online catalog at <http://learning.loma.org/public/searchresults.aspx>

<b>LOMA-Owned Short Online Course Collections</b>	<b>Discounted Member Price</b>	<b>Non-Member Price</b>
<b>Know Your Business: Life Insurance Course Collection</b> -- Includes: <ul style="list-style-type: none"> <li>• Life Insurance Basics</li> <li>• Life Insurance Products</li> <li>• Individual Life Insurance Policy Provisions and Supplemental Benefits</li> <li>• Policyowner Rights for Individual Life Insurance</li> </ul>	If purchased individually: \$200  Purchased as a collection: \$110	If purchased individually: \$400  Purchased as a collection: \$220
<b>Know Your Business: Annuities Course Collection</b> -- Includes: <ul style="list-style-type: none"> <li>• Annuity Basics and Participants</li> <li>• Annuity Products</li> <li>• Annuities: Why People Buy Them</li> <li>• Annuities: How the Work</li> <li>• Annuities: Overview of Taxation</li> </ul>	If purchased individually: \$250  Purchased as a collection: \$110	If purchased individually: \$500  Purchased as a collection: \$220
<b>Sales Support Collection: For Field Office Employees</b> – Includes: <ul style="list-style-type: none"> <li>• 15-Minute Insurance Industry Overview</li> <li>• Life Insurance Products</li> <li>• Life of an Insurance Policy</li> <li>• The Insurance Sales Process</li> <li>• Distributing Insurance Through Agents</li> <li>• Exceptional Customer Service</li> <li>• Ethical Conduct in the Insurance Industry</li> </ul>	If purchased individually: \$350  Purchased as a collection: \$110	If purchased individually: \$700  Purchased as a collection: \$220
<b>Sales Support Collection: For Home Office Employees</b> – Includes: <ul style="list-style-type: none"> <li>• 15-Minute Insurance Industry Overview</li> <li>• Life Insurance Products</li> <li>• Life of an Insurance Policy</li> <li>• The Insurance Sales Process</li> <li>• Agency Support Functions</li> <li>• Interacting Effectively with Agents</li> <li>• Ethical Conduct in the Insurance Industry</li> </ul>	If purchased individually: \$350  Purchased as a collection: \$110	If purchased individually: \$700  Purchased as a collection: \$220
<b>Exceeding Customer Expectations: Customer Service Course Collection</b> – Includes: <ul style="list-style-type: none"> <li>• Exceptional Customer Service</li> <li>• Processing Customer Service Transactions for Life Insurance</li> <li>• Working with Upset Customers</li> <li>• Managing Time and Stress</li> </ul>	If purchased individually: \$200  Purchased as a collection: \$110	If purchased individually: \$400  Purchased as a collection: \$220
<b>Reinsurance Course Collection</b> – Includes: <ul style="list-style-type: none"> <li>• Life Insurance Basics</li> <li>• Life Insurance Products</li> <li>• Reinsurance Basics</li> <li>• Supplement to Reinsurance Basics</li> </ul>	If purchased individually: \$200  Purchased as a collection: \$110	If purchased individually: \$400  Purchased as a collection: \$220

For more details about a specific LOMA Short Online course or collection, please consult the online catalog at <http://learning.loma.org/public/searchresults.aspx>

