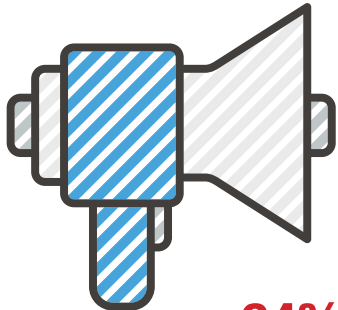


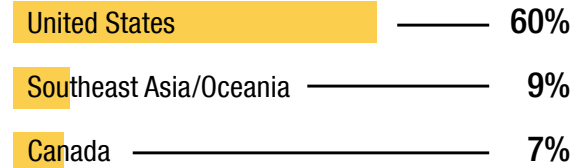
2017 Ed Rep Survey: Fees and Rewards

Who did we hear from?



171 ED REPS
from around the world

TOP THREE COUNTRIES



#1 Who pays LOMA course fees?

64% of member companies pay enrollment fees upfront
(21% Pay for only the first enrollment in a given course)

35% of member companies require students who fail or do not complete a course to reimburse the company



#2 What monetary rewards do many companies offer?

90% of member companies provide the same rewards for designations earned whether by taking self-proctored online courses or text-based course portal courses with proctored exams

52% of member companies give a one-time cash bonus for completing individual courses, up to \$100 per course

65% of member companies give a one-time cash bonus for earning designations; average bonuses are:



Level 1 Certificate or Certificate in Retirement Essentials — up to \$100

Associate-level designations — up to \$250

Fellow-level designations — up to \$500

#3 What other incentives do many companies offer?

Most member companies who send designees to a conference pay for:

Conference registration fee — 97%

Travel expense — 90%

Meals and hotel — 87%

An additional guest — 42%

Recognition at staff meetings or company celebrations

Noted in company newsletters or on intranet

Additional vacation days when an exam is passed or when a designation is earned

