2017 Ed Rep Survey: Fees and Rewards

Who did we hear from?

171 ED REPS from around the world

TOP THREE COUNTRIES

United States 60%
Southeast Asia/Oceania 9%
Canada 7%

#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