Advancing The Financial Service Industry

LIMRA LOMA

LL Global

is a worldwide research, consulting, and professional development organization that connects people to information, thought leadership, solutions … *and each other.*

Serving our members and our industry is at the heart of everything we do, encompassing global research, data analytics, education and training, assessment, and networking.

The Story of Us

Two Brands With One Goal

Our dedication to creating valuable connections for our members and industry is the legacy of two powerful and storied service brands — LIMRA and LOMA — both founded in the early 20th century.

Over time, LIMRA evolved from a provider of cutting-edge talent assessments into a premier industry research organization while LOMA became the flagship for industry education and training. Then, in 2008 LIMRA and LOMA merged under the LL Global umbrella, creating a powerful trade association with a multitude of products to support its members and the industry.

The evolution continued, and the Secure Retirement Institute® (SRI™) was established, in 2013. The Institute provides comprehensive, objective retirement research and education, as well as a forum for senior leaders to identify and explore related issues worldwide.

Today, our integrated organization represents more than 1,200 members across 71 countries, including most of the world's largest financial services companies.

As the source for industry knowledge and insights, we help our members anticipate and seize new opportunities in technology, retirement, and markets worldwide. We further support member competitiveness and industry relevance by providing research, education and training, industry solutions, and global member events.

Empowering Our Members With Knowledge, Insights, Connections, and Solutions

Global Research & Data Analytics

Global research and data analysis enable member companies to develop and execute effective business strategies for engaging today’s dynamic markets. With our unbiased quantitative and qualitative research on consumers, technology, regulations, distribution, life insurance, retirement, and other financial products, your organization can identify growth opportunities and monitor key trends worldwide.

General & Strategic Research

Each year we offer more than 100 general and strategic research reports and briefs giving global context to deep local marketplace intelligence. Research topics include customer engagement, distribution channels, technology development and applications, retirement, and specific regional and local markets.

InfoCenter

Whether it's a "quick answer" question or an in-depth research project, the InfoCenter staff is here to help you. Members can request information online, by phone, or make a personal visit.

Publications

Our publications offer commentaries, articles, and updates on our latest research, industry issues, and hot topics that matter most to financial services. Publications include content from contributions from industry executives, researchers, and thought leaders.

The Center of Excellence (CEA) for Analytics

This COE is helping shape the future of insurance by exploring and applying the latest statistical techniques to our vast collection of industry data, publishing cutting-edge analytics research, and supporting our analytics-education initiatives.

Custom Research & Consulting

With strengths in research, training, assessment, learning, development, and professional engagement at your service. Our consultants work with you to define your objectives, challenges, and opportunities in distribution, talent management, customized research, and implementation analysis. We then deliver strategic and tactical solutions aligned with your resources, regulatory climate, markets, and competitive environment.

Connecting People With Solutions

Education & Professional Development

Our professional education, training, and development online courses and in-person onsite programs are designed to measurably improve your management and operations and drive higher levels of performance and growth.

Designations

Our educational offerings have something for everyone in the insurance and financial services industry. In addition to our flagship FLMI program, we offer designations in customer service, reinsurance, compliance, and retirement.

Digital Learning Academy

Geared towards today's learners, the academy offers affordable and agile courses with high impact microlearning content designed to meet specific outcomes and drive behavioral change to meet your business needs.

Chartered Insurance Agency Manager (CIAM)

Today, as never before, field managers must be prepared to meet the demands of their roles as leaders in the distribution of life insurance and financial services. The CIAM designation was created to provide a track for professional development and a benchmark by which the manager can be measured and recognized.

Producer Development Series (PDS)

Whether you call them agents, sales representatives, or financial advisors, the truth is that in today's (and tomorrow's) increasingly competitive financial services environment, producers are under increasing pressure. In this environment, one of the keys to improved retention, productivity, and profitability is not only getting new producers off to a fast, productive start but also providing the knowledge and skills needed to support ongoing professional development.

Rewards and Recognition

We understand that sales productivity and persistency are the key drivers of your success. That's why companies turn to our highly respected, internationally recognized award programs including the International Quality Award (IQA) and the International Award for Productivity (IAP) to acknowledge and reward sales producers and managers.

Creating Talent & Transformative Connections

- **Trustworthy Selling®**
  The program provides an unparalleled approach to successful selling through in-depth insight into consumer behavior, buyer-and-seller psychology, and top producer sales skills.

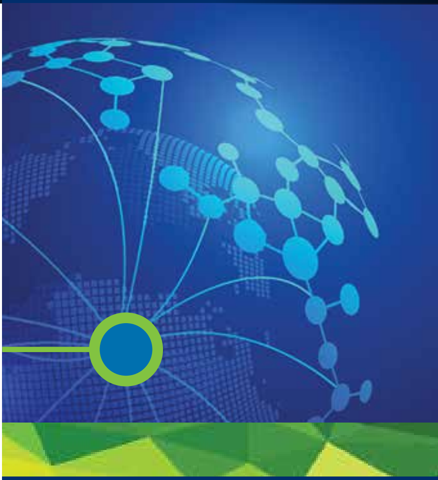
- **Insurance Immersion**
  Insurance Immersion is a proven way for industry entrants to quickly assimilate the industry's complex products, functions, and terminology to hit the ground running.

Talent Assessments

Our time-tested, performance-driven approach to applicant and employee assessment enables you to achieve your business goals with effective recruiting, selection, productivity, and retention solutions not only in the field, but also in your home office and customer contact center.

Networking

At the core of our organization is industry connectivity. We bring industry professionals and executives together globally through conferences, committees, study groups, and workshops. With close to 30 annual conferences and over 120 committee meetings throughout the year, industry professionals have an invaluable opportunity to hear about best practices and emerging trends from thought leaders in the business and private sectors that shape our industry's future.



Supporting Industry Evolution

Next Steps

When you make the right connection, it creates a spark generating light, energy, and the potential to power change. Making that connection, creating that spark, and helping to generate forward momentum — for the industry and our members — is what we're all about.

Let's continue to explore how you and your firm can make those transformative connections....

To learn more about how we can help you achieve your business objectives, contact your LIMRA or LOMA Member Relations Director or email us at
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globalmembership@loma.org

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Int'l Edition