



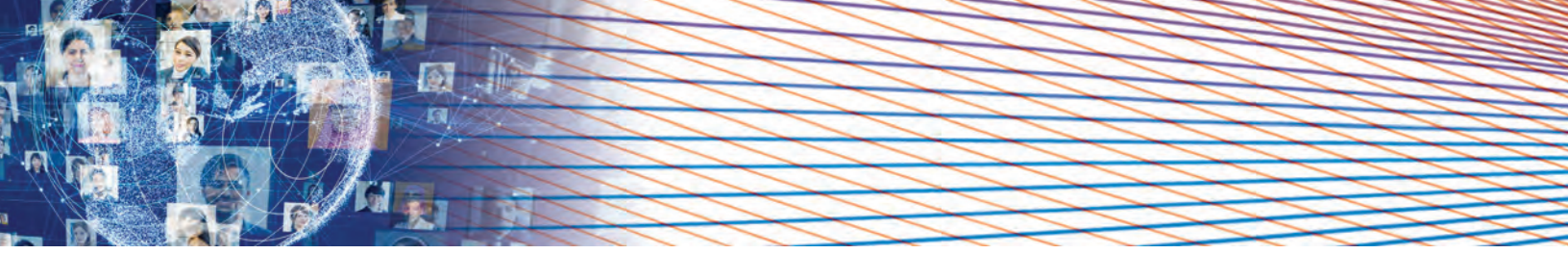
2021

# Conference Series

THE WORLD OF FINANCIAL SERVICES

*Find the right conferences for you!*





**Don't miss out on one of the best opportunities to take your game to the next level. Conferences with others from the industry – whether live or virtual – provide unique learning and career building opportunities that you just can't find anywhere else.**

## **U.S. AND CANADA**

### **ENROLLMENT TECHNOLOGY STRATEGY SEMINAR**

**February 2 – 3, 2021**

#### **Virtual**

For more information or to register: [www.limra.com/etss](http://www.limra.com/etss)

**Who Attends:** Individuals that lead: Workplace Benefits initiatives; enrollment strategy or solutions; vendor and/or exchange management; enrollment and/or benefit administration technology. All participants should be very experienced in their field.

**Highlights:** This is an opportunity for LIMRA member insurance companies and benefits administration technology providers to participate in an open discussion on how to cohesively work together and define better outcomes. Our goal is to connect participants with peers and technology purveyors to learn, network, and share innovative ideas to help identify potential solutions to existing challenges.

### **DISTRIBUTION CONFERENCE FOR FINANCIAL SERVICES**

**February 22 – 24, 2021**

#### **Virtual**

For more information or to register: [www.limra.com/distributionconf](http://www.limra.com/distributionconf)

**Who Attends:** Distribution professionals involved in channel growth, productivity, and reshaping distribution for success. Attendees include heads of distribution, sales, recruiting, compensation, distribution finance, training, marketing support, and product development.

**Highlights:** This conference brings you the latest information from industry experts, business thought leaders, and top-notch distribution professionals. We'll examine the vital role that distribution plays among today's transformative forces and discuss strategies to successfully manage distribution through this extraordinary period of change. Enjoy the freedom to attend any of the breakout sessions across these key distribution channels – agency building, brokerage, independent, multi-line, and direct-to-consumer.

### **CUSTOMER EXPERIENCE CONFERENCE**

**March 10 – 11, 2021**

#### **Virtual**

For more information or to register: [www.loma.org/cxconf](http://www.loma.org/cxconf)

**Who Attends:** Financial services professionals responsible for the design and delivery of CX. This includes the areas of claims, customer service, IT, marketing, and new business.

**Highlights:** Customer experience is at the very top of everyone's priority list – from the CEO to the CMO to the CIO. The emergence of new channels, new customer behaviors, new design breakthroughs, new customer expectations and new sources of customer data offer new opportunities to improve CX and create competitive advantage by putting customers first. Companies that offer best-in-class customer experiences grow faster and more profitably. At the 2021 Customer Experience Conference, learn how to shape the future of your customer experience strategies to drive improved customer satisfaction, loyalty, and advocacy.

# 2021 CONFERENCE SERIES

## COMPLIANCE & FINANCIAL CRIMES CONFERENCE

(PRESENTED BY LIMRA/LOMA)

March 23 – 25, 2021

### Virtual

For more information or to register: [www.limra.com/cfcc](http://www.limra.com/cfcc)

**Who Attends:** This conference is designed for chief compliance officers, executives, and professionals responsible for one or more aspects of compliance, internal audit, legal, fraud prevention, special investigations, cybersecurity, privacy, ethics, risk management, anti-money laundering, elder financial abuse, operations, and information technology.

**Highlights:** Financial institutions must confront increasingly complex regulatory and compliance requirements as they are being held to stricter standards of accountability in matters of financial crime. Today, companies must consider a large and expanding set of risks, including cyber, fraud, financial crime, and data privacy and protection. To help you keep up with these current pressures, we have expanded the scope and name of our conference to encompass the real-world threats and compliance issues we are facing today. From best interest to privacy, and from fraud prevention to career advancement, you'll find the right sessions to help you do more meaningful work that gets results. This is your opportunity to network with your peers — to step out of the box you are normally in — and learn new ideas from industry experts that can help you and your business thrive.

## LIFE INSURANCE CONFERENCE

(PRESENTED BY LIMRA/LOMA/SOA/ACLI)

April 13 – 14, 2021

### Virtual

For more information on this conference, check our conference site regularly for updates: [www.limra.com/lifeconf](http://www.limra.com/lifeconf)

**Who Attends:** Professionals involved in the development, operations, marketing, distribution, regulation, technology, or administration of individual life insurance products.

**Highlights:** Join your peers and leading industry experts to gain insight into the latest trends in individual life insurance. The cross-functional nature of the event provides the opportunity to interact with and learn from those in other disciplines as well as your own. With multiple general and breakout sessions, the Life Insurance Conference will cover the important issues and identify strategies that will shape the industry's future.



## RETIREMENT INDUSTRY CONFERENCE

(PRESENTED BY SECURE RETIREMENT INSTITUTE/SOA)

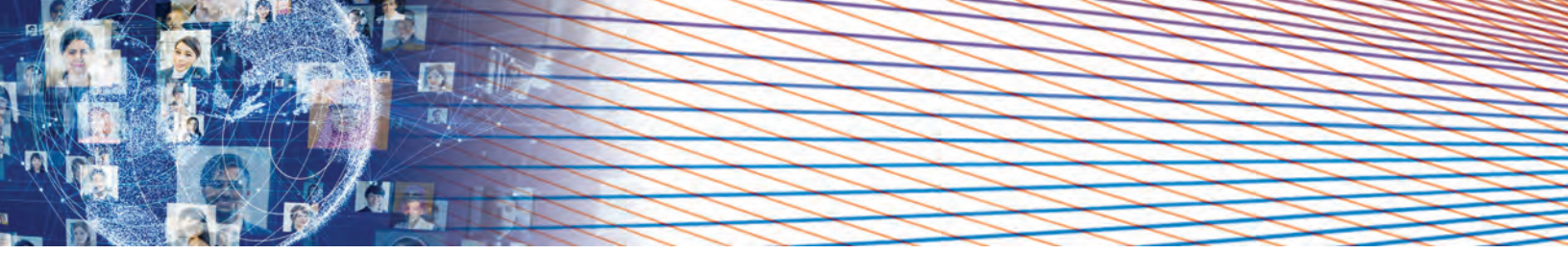
May 12 – 13, 2021

### Virtual

For more information or to register: [www.limra.com/retireconf](http://www.limra.com/retireconf)

**Who Attends:** Professionals across the full spectrum of the retirement industry including product, marketing, distribution, and strategy for both retail and institutional markets. The conference draws leaders across the industry focused on growing and serving the annuity, investment, and workplace savings businesses.

**Highlights:** This important conference covers the latest strategic, sales, product, operations and administration, marketing and distribution trends, as well as regulatory issues that impact the retirement industry. Conference partners, the Secure Retirement Institute and the Society of Actuaries, deliver highly relevant and present-day focused content.



## CANADA ANNUAL CONFERENCE

(PRESENTED BY LIMRA/LOMA)

May 19 – 20, 2021

### Virtual

For more information on this conference, check our conference site regularly for updates: [www.loma.org/llcac](http://www.loma.org/llcac)

**Who Attends:** The LIMRA and LOMA Canada Annual Conference is a key event that draws senior executives and leaders across diverse sectors of the financial services industry and other related business segments seeking to be informed on what's happening and what's next, and be engaged in important conversations with their industry peers and other experts.

**Highlights:** With unprecedented change happening all around us, what's the new normal and next normal? The LIMRA and LOMA Canada Annual Conference offers fresh perspectives, inspiring ideas, and actionable insights on strategic topics presented by visionary thought leaders and pundits. Come away with knowledge on how to thrive in disruption, differentiate from the crowd, and win with your customers.

## THE MARKETING CONFERENCE

June 2 – 3, 2021

### Virtual

For more information or to register: [www.limra.com/marketingconf](http://www.limra.com/marketingconf)

**Who Attends:** Financial services marketing professionals from life, retirement, and workplace benefits who focus on all areas of marketing, including product, consumer, producer, digital, and strategy, as well as research and consumer insights and communications, advertising, and branding.

**Highlights:** This event provides what marketers need today: industry and marketing acumen, including digital initiatives, consumer insights, customer experience, and overall marketing strategy. Using the latest marketing trends, attendees will discover how to communicate our industry's value propositions to the modern consumer.

## ADVANCED SALES FORUM

August 2 – 3, 2021

### Virtual

For more information or to register: [www.limra.com/asf](http://www.limra.com/asf)

**Who Attends:** Advanced sales and marketing executives, estate and business planning specialists with carriers, distributors, BGAs and IMOs, CMOs, and sales officers with accountability for serving individual markets.

**Highlights:** Created by advanced sales professionals, the Forum provides advice from industry leaders with unique expertise in this segment of the financial services market. This is the only forum of its kind — dedicated to improving the practice of Advanced Sales. Whether you are struggling to do more with less or experiencing the challenges of organizational change, attending the Forum will give you unparalleled insights from peers and implementable ideas from experts.

## SUPPLEMENTAL HEALTH, DI & LTC CONFERENCE

(PRESENTED BY LIMRA/LOMA/SOA)

August 4 – 6, 2021

### Virtual

For more information or to register: [www.limra.com/shdiltc](http://www.limra.com/shdiltc)

**Who Attends:** Professionals responsible for actuarial/product development, underwriting, claims, regulation/product filing, and/or administration of the following products (through either worksite or retail channels): accident insurance, critical illness insurance, hospital indemnity plans, individual disability insurance, or long-term care/combination products.

**Highlights:** Network with your peers and leading industry experts while gaining insight into the latest trends in supplemental health products — accident insurance, critical illness, and hospital indemnity — as well as individual disability insurance and long-term care/combination products. The cross-functional nature of this event provides the opportunity to interact, and learn from those in other disciplines as well as your own. With over 30 workshops and multiple general sessions, the Supplemental Health, DI & LTC Conference will cover the important issues and identify strategies that will shape the industry's future. No other conference can offer you the depth and breadth of information that you'll find here.

# 2021 CONFERENCE SERIES

## LIMRA ANNUAL CONFERENCE

**Live Event: October 24 – 26, 2021**

**Virtual Event: October 26 – 28, 2021**

**Gaylord Palms Resort, Kissimmee, FL**

For more information on this conference, check our conference site regularly for updates.

**Who Attends:** The LIMRA Annual Conference is one of the largest gatherings of senior executives representing diverse sectors of the financial services industry, including life, retirement, and workplace benefits. Our members and partners come together for strategic industry insights and high-level networking — a must-attend for executives.

**Highlights:** As the industry's premier event, The Annual Conference is known by the caliber of its keynote speakers and the quality of thought leadership. Experience a program that offers an unparalleled forum where top leaders and executives gather to discuss the latest issues and trends facing the financial services industry today. Leave with actionable ideas and strategies that will set the direction and drive the future success of our industry.

## INTERNATIONAL

### INSURANCE INSPIRED 2021

(ORGANIZED BY LIMRA/AIR/AAN)

**July 8 – 9, 2021**

**Virtual**

For more information or to register:

[www.limra.com/InsuranceInspired21](http://www.limra.com/InsuranceInspired21)

**Who Attends:** Life insurance and financial services professionals that are responsible for, or involved with, agency management and transformation, strategy, sales, and training throughout the Asia-Pacific Region. Heads of agency, distribution executives, sales managers and agents will all benefit from the content being presented during this event.

**Highlights:** The life insurance industry is changing at an unprecedented rate, as employees and consumers alike continue to demand more digital friendly business models. Regardless of the insurance or financial products you are selling, staying abreast to the latest industry trends and innovations can help you better attract and retain customers, attract and retain agents/advisors, enhance channel performance, and boost your overall brand image. The planned session topics at this event will illustrate the many ways companies, executives, and top agents are innovating within sales, operations, and strategy to gain a competitive advantage following the mindset shift post-pandemic.

### LATIN AMERICAN CONFERENCE

(ORGANIZED BY LIMRA/LOMA)

**October 5 – 7, 2021**

**Virtual**

For more information or to register: [www.limra.com/LACONF21](http://www.limra.com/LACONF21)

**Who Attends:** Multiple parallel sessions will be designed to address: strategic themes for head office chief executives of financial services companies operating in Latin America; management sessions for supervisors and sales team managers; and sales sessions for agents and advisors.

**Highlights:** Join with other insurance leaders and executives from throughout Latin America to hear the latest trends, tools, and best practices for enhancing your company strategy and positioning yourself for success in this new hybrid world. Attendees will hear about the development of existing channels, as well as predictions for new lines of business, technologies, and regulations that will impact the region.

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- August 2 – 3** **ADVANCED SALES FORUM**  
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(PRESENTED BY LIMRA/LOMA/SOA)  
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Gaylord Palms Resort, Kissimmee, FL
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(ORGANIZED BY LIMRA/LOMA)  
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**TO REGISTER OR FOR MORE INFORMATION, CONTACT:**

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