



Do You Know the Rules?



Advancing the financial services industry by empowering our members with knowledge, insights, connections, and solutions





Associate, Insurance Regulatory Compliance® (AIRC™)

Compliance is one of the most critical issues facing life insurers today. LOMA's AIRC™ designation helps you understand the regulatory environment in which your company operates and assists you in navigating the complex issues surrounding state and federal regulation of the life insurance industry, life insurance companies, and life products.

Learn the rules and gain a better understanding of

- Compliance concepts, terms, processes, and requirements
- State and federal government regulation of insurance companies and producers
- Financial condition and market conduct examinations
- State filing and approval requirements for life and health insurance products and annuities
- Federal securities laws as they apply to the sale of financial products
- Specific regulations governing individual and group life and health insurance, credit insurance, annuities, and retirement plans



**Join the leaders
in Regulatory
Compliance.**

The AIRC program consists of six course credits:



LOMA 280: Principles of Insurance -or- LOMA 281: Meeting Customer Needs With Insurance and Annuities

Reviews the fundamentals of the business, giving an up-to-date overview of

- How insurance works
- Policy elements, provisions, and pricing
- Types of life, health, and retirement plan coverages

LOMA 290: Insurance Company Operations -or- LOMA 291: Improving the Bottom Line: Insurance Company Operations

Provides an overview of company formation, structure, and functional areas, and shows how various departments

- Develop, price, and distribute products
- Handle underwriting, policyholder service, and claims
- Perform accounting, investment management, and compliance duties
- Work together to enhance the complete customer experience

LOMA 311 Business Law for Insurance Professionals

Provides an understanding of the legal environment in which insurance companies operate, describing

- General business law principles including contract law, agency law, and property law
- Industry-specific regulation of insurance companies, products, and operations
- Legal issues related to product sales and performance

LOMA 320: Insurance Marketing -or- LOMA 321: Insurance Marketing: Connecting with Customers

Reviews the various elements involved in selling insurance products, offering a unique perspective on

- Strategic and marketing planning
- Consumer and organizational buyer behavior
- Distribution channel concepts and systems

AIRC 411* Regulatory Environment for Life Insurance

Explains the compliance function and identifies

- State regulation of the insurance industry, insurance producers, and insurance company operations
- Regulation of market conduct and insurer insolvency
- Federal regulation of insurance and securities

AIRC 421* Regulation of Life Insurance Products, Sales, and Operations

Describes how the state and federal governments regulate

- Product development, sales, and marketing
- Privacy, cybersecurity, and fraud
- Underwriting, claims, and complaint handling
- Market conduct

**A Regulatory Compliance Essentials Certificate is awarded for completion of these two highly interactive courses.*



"The AIRC is directly related to the work we do in the Insurance Commissioner's office, so I thought this particular designation would be helpful to me in my role as a regulator. Additionally, I believed that the information from the courses would allow me to better understand all the issues facing the members of the insurance industry who I work with every day."

"I think the knowledge gained from the AIRC certainly helped in boosting my overall understanding of the life insurance industry and business; the various products in terms of how they meet customers' needs; each core insurance function and how they operate; and a better understanding of compliance concepts, terms, processes, and regulatory requirements. This knowledge, at both the conceptual and technical level, makes it easier for me to understand, identify, and assess some of the challenges and issues that our business is facing, as well as the best practices and recommendations I could make to our colleagues, in particular when I conduct my compliance reviews at various AIA entities in different jurisdictions."

For more information:

Contact your company's LOMA Educational Representative.

If you are an independent student,
contact LOMA's Office of the Registrar.

Customers in the U.S. and Canada, please contact:
membersolutions@loma.org

International Customers, please contact: intl@loma.org