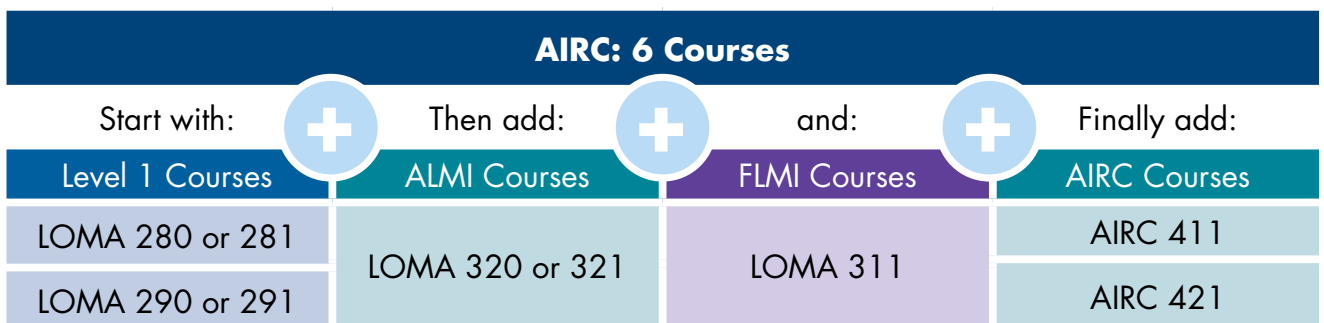
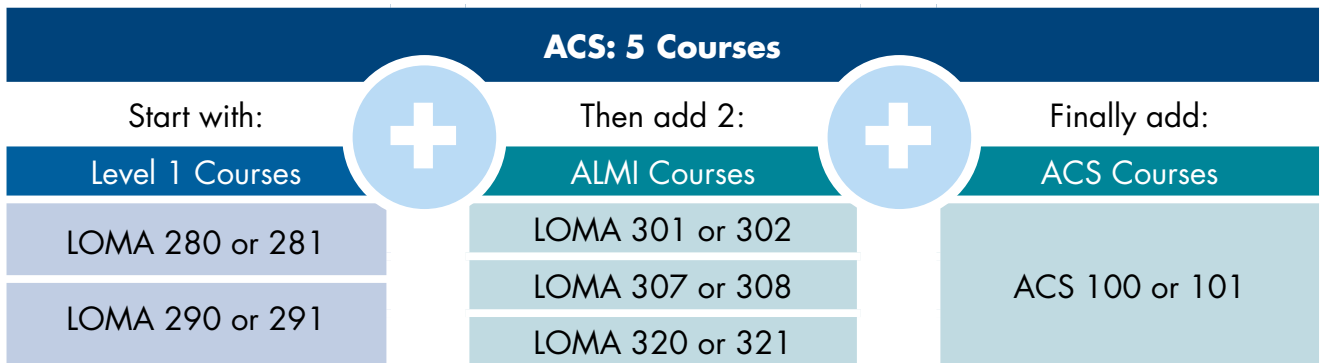
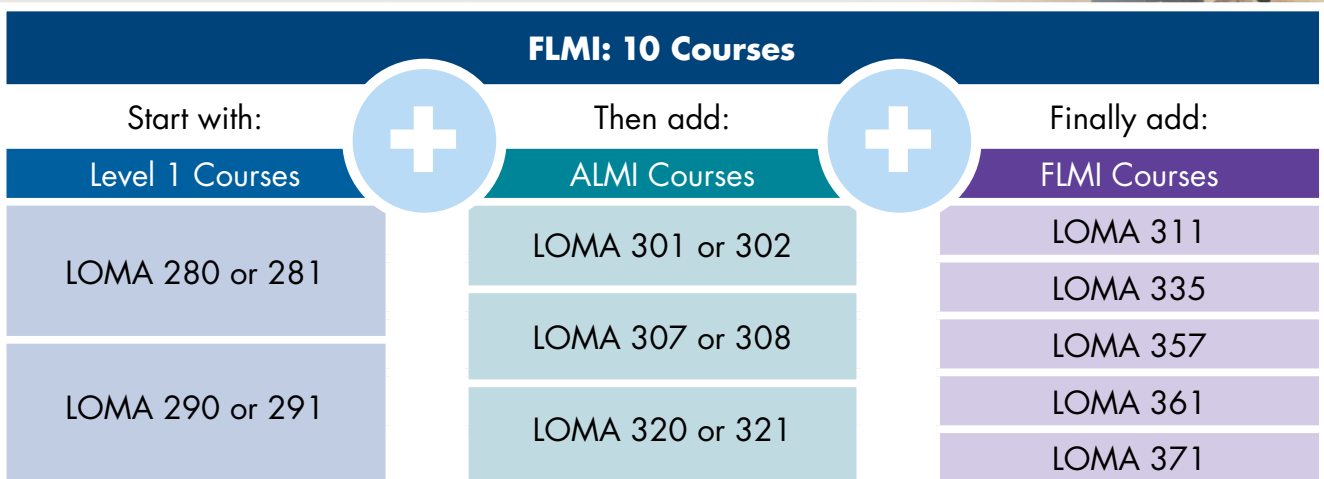


# Path to Designation

These pathway charts outline the step-by-step progression to earn a LOMA designation, making it easy to visualize the courses and milestones along the way.



*NOTE: The paths described here are LOMA's recommended order; however, courses in a designation path can be taken in any order.*

■ Certificate Level Courses and Designations

■ Associate Level Courses and Designations

■ Fellow Level Courses and Designations



*Navigate With Confidence*

Use this matrix to see how LOMA courses align with multiple certificate and designation programs, helping you guide learners toward achieving their professional goals more efficiently.

### Certificate and Designation Programs

	Certificate Programs				Associate Programs			Fellowship Program
	Certificate in Insurance Fundamentals (FLMI Level 1)	Certificate in Retirement Essentials	Certificate in Customer Experience Essentials	Certificate in Regulatory Compliance Essentials	Associate, Life Management Institute (ALMI)	Associate, Customer Service (ACS)	Associate, Insurance Regulatory Compliance (AIRC)	Fellow, Life Management Institute (FLMI)
CX 50 — Impact CX: The Quest			✓					
ACS 100 or 101 — Customer Service for Insurance Professionals						✓		
SRI 111 — Retirement Fundamentals		✓						
SRI 121 — Retirement Plans, Accounts, and Annuities		✓						
SRI 131 — Planning for a Secure Retirement		✓						
LOMA 280 or 281 — Insurance Principles	✓		✓		✓	✓	✓	✓
LOMA 290 or 291 — Insurance Company Operations	✓		✓		✓	✓	✓	✓
LOMA 301 or 302 — Insurance Administration					✓	*		✓
LOMA 307 or 308 — Financial Concepts					✓	*		✓
LOMA 311 — Business Law							✓	✓
LOMA 320 or 321 — Insurance Marketing					✓	*	✓	✓
LOMA 335 — Operational Excellence								✓
LOMA 357 — Institutional Investing								✓
LOMA 361 — Accounting and Financial Reporting								✓
LOMA 371 — Risk Management and Product Development								✓
AIRC 411 — Regulatory Environment for Life Insurance				✓			✓	
AIRC 421 — Regulation of Life Insurance Products				✓			✓	

✓ Required courses for specified program

\* Elective — choose two of three course options

Individual course specifics are detailed in the LOMA Catalog: <https://www.loma.org/en/professional-development/catalog/>  
 For at-a-glance details about course study material and exam formats, visit <https://www.loma.org/en/help-center/enrollment/designation-study-materials-roadmap/>

■ Certificate Level Courses and Designations

■ Associate Level Courses and Designations

■ Fellow Level Courses and Designations