

COMPLIANCE & LEGAL: Flexible Learning Path



Start with the recommended learning path on page 2, then select from the options below to complete your personalized learning plan

TOPICAL KNOWLEDGE

[15-Minute Industry Overview](#)

[Life Insurance Products](#)

[Agency Support Functions](#)

[Life of an Insurance Policy](#)

[Understanding Best Interest](#)

[Ethical Conduct in the Insurance Industry](#)

TARGETED DEVELOPMENT

Foundational

[Meeting Customer Needs with Insurance and Annuities \(LOMA 281\)¹](#)

[Improving the Bottom Line: Insurance Company Operations \(LOMA 291\)¹](#)

[The Regulatory Environment for Life Insurance \(AIRC 411\)](#)

Proficiency

[Regulation of Life Insurance Products, Sales & Operations \(AIRC 421\)](#)

[Business Law for Insurance Professionals \(LOMA 311\)](#)

[Insurance Marketing: Connecting with Customers \(LOMA 321\)](#)

Expertise

[Operational Excellence for Insurance Professionals \(LOMA 335\)](#)

[Risk Management & Product Development for Life Insurance Companies \(LOMA 371\)](#)

¹ Certificate in Insurance Fundamentals awarded upon completion of these 2 courses

LEADERSHIP DEVELOPMENT

Industry Designations: [Fellow, Life Management Institute \(FLMI\)](#) [Associate, Insurance Regulatory Compliance \(AIRC\)](#)

Networking & Learning Events: [Industry Conferences](#) [Regulatory Compliance Committee](#) [Webinars](#) [Facilitated Learning](#)

Research for Compliance & Legal: [Emerging Risks: Definitions & Approaches Among Life Insurance Cos.](#)

Resources – Studies & Reports: [Regulatory & Compliance Trending Topics](#) [Information Center](#)

Get Started with the FLMI Level 1

Earn Your Certificate in “Insurance Fundamentals”



60-Day Learning Path

STUDY DATES	Done ✓	<u>“Need To Know” Course #1: LOMA 281</u> <u>Meeting Customer Needs</u> <u>with Insurance and Annuities</u>	STUDY DATES	Done ✓	<u>“Need to Know” Course #2: LOMA 291</u> <u>Improving the Bottom Line: Insurance</u> <u>Company Operations</u>
Week 1: _____ _____ _____		Module 1 (4 lessons): 3-4 hrs Risk and Insurance	Week 5: _____ _____ _____		Module 1: 3 hrs Company Overview
Week 2: _____ _____ _____		Module 2 (4 lessons): 3-4 hrs Individual Insurance Products	Week 6: _____ _____ _____		Module 2: 4 hrs Product Administration
Week 3: _____ _____ _____		Module 3 (3 lessons): 2-3 hrs Benefits, Provisions and Ownership Rights	Week 7: _____ _____ _____		Module 3: 3 hrs Marketing, Product Development & Compliance
Week 4: _____ _____ _____		Module 4 (3 lessons): 2-3 hrs Group Products	Week 8: _____ _____ _____		Module 4: 2 hrs Financial Management

What people are saying about the FLMI Level 1 courses: <https://www.loma.org/en/professional-development/accelerate-impact-suite/flmi-level-1/>

“Advance Your Knowledge” webinars to help you build a personalized learning plan: <https://www.loma.org/en/events/webinars/ayk-webinars/>