

Industry Advantage



Subscriber Newsletter: Q2 2026

Modern Learning for a Purpose-Driven Workforce: A Case Study

Foresters Financial, a purpose-driven life insurance organization with 1,500 employees across North America and the U.K., transformed its learning strategy with Industry Advantage — and the results speak for themselves.

Previously, the organization offered professional development opportunities as a blanket learning solution that simply didn't resonate. Completion rates were in single digits, and the learning topics were not focused on the life insurance industry and roles within the organization.

The company needed a solution that was:

- Composed of bite-sized learning
- Flexible and accessible across devices at any time
- Motivational, with both extrinsic and intrinsic incentives
- Self-directed, allowing employees to choose their own learning paths

Led by Sandeep Vete, Senior Manager of Talent Management, the Industry Advantage rollout was intentional and strategic — integrating learning into onboarding, performance goals, and daily workflows.

Key tactics included:

- Town halls, intranet spotlights, and targeted email campaigns
- Gamification through contests and rewards
- Required learning paths for new hires within 90 days
- Lunch-and-learns with LOMA subject matter experts

The results:

- 1,500 courses completed within the first 5 months
- 63% of the course library utilized
- Increased activation driven by gamification
- Growing demand from additional departments

Foresters is now scaling Industry Advantage across the enterprise while building a culture of continuous learning — powered by manager recommendations, incentives, and data-driven insights. Read more [here](#).

Beyond Onboarding: Build Skills That Move Your Business Forward

Industry Advantage goes beyond onboarding to close capability gaps, break down silos, and support collaboration and mobility.

Explore new and in-demand learning paths:

- [Building Communication Skills that Elevate the Customer Experience \(NEW\)](#)
- [Strengthening Skills that Elevate the Customer Experience \(NEW\)](#)

Fraud Prevention Training Learning Path

Did you know? Industry Advantage includes a [Fraud Prevention Training Learning Path](#) designed to support your compliance training needs with courses on money laundering, financial exploitation, and account takeover fraud. Because your Industry Advantage subscription includes this, you don't have to buy it separately or build and maintain it yourself.

- ✓ Meets regulatory requirements
- ✓ Includes assessments to confirm understanding
- ✓ Covers compliance without additional solutions

New in October 2026:

- Recognizing and Preventing New Business Fraud
- Recognizing and Preventing Life Insurance Claims Fraud

We Want to Hear from You!

Learner Survey — Coming Late August

Your voice — and your learners' — matter. Our annual survey captures learner experiences to shape future enhancements to Industry Advantage.

- Share feedback to improve Industry Advantage and measure impact
- Participation is easy with a ready-to-send survey link and email template
- Receive a report with your company's results and overall subscriber insights

Your partnership helps us deliver better insights, stronger outcomes. and even greater value for your teams.

We're Here to Help!

Visit www.loma.org/industryadvantage or contact IndustryAdvantageSupport@loma.org.