



Subscriber Newsletter: Q3 2025

Important Updates

New Way to Access Course Files

What's New

Previously, Industry Advantage course files were delivered to you as proxy files via email or another kind of network protocol. To improve efficiency and streamline your experience, we've launched a dedicated content portal that will house the proxy files in your preferred learning standard.

What You Can Expect

Starting with the upcoming October course release, you will receive a URL to access to your custom Industry Advantage content portal. Stay tuned for additional information and procedures to help you get started with ease.

Metadata Updates

Key features of Industry Advantage include regular course enhancements and near real-time updates to content as circumstances warrant.

These enhancements and updates require that the metadata you have loaded into your LMS may need to be updated. When you receive instructions to access your new course files, we will also include an updated metadata spreadsheet. **ANY UPDATES TO METADATA FIELDS WILL BE HIGHLIGHTED.** Please review this spreadsheet and update applicable metadata fields in your LMS.

Recognize Achievement with the Industry Advantage Certificate of Completion

The Industry Advantage Certificate of Completion is now available to help you recognize and celebrate learner achievements in a meaningful way. It's a powerful tool to reinforce professional development and highlight progress across your teams.

- Award the certificate to learners who complete a full learning path
- Incorporate it into your internal recognition or development programs
- Share it as part of your organization's learning communications.

View and Download the Certificate [here](#).

New Industry Advantage Courses Launching October 28

LOMA will be adding **four new Industry Advantage courses**, bringing our Industry Advantage library to **236 courses**. You'll receive an email from IndustryAdvantageSupport@loma.org with instructions on accessing the proxy files through our new content portal. Once downloaded, you can load them into your LMS the same way you loaded your original library.

New Courses Include:

- **Index Crediting Rates in RILAs**
- **Variable Universal Life Essentials**
- **Connecting the Dots: APIs and Workplace Benefits**
- **Recognizing and Preventing Account Takeover Fraud:** *This course is the first in our upcoming Fraud Prevention learning path. It is designed for anyone who interacts with customers and/or has responsibilities for administering customer accounts. Through interactive exercises using real-life scenarios, and a red flag identification challenge, participants build the skills to detect and respond to potential ATO fraud. A final assessment confirms the learner's preparedness as the first line of defense against ATO fraud.*

View [Course Catalog](#).

To maximize impact, we encourage you to make these courses available to your teams as soon as possible.

Thank you for your continued partnership. Your role is essential in delivering impactful learning experiences, and we're here to support you every step of the way.

We're Here to Help!

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