

# Insurance Immersion

## Connect With Success



Build a strong foundation of industry knowledge to drive innovative, viable business solutions.

### Quickly learn what's unique about the life insurance industry

New hires can be overwhelmed by the complexities of this business. Give them the knowledge they need to better understand the industry, your company, and their role in its success.

### Succeed in a rapidly changing environment

Leaders and teams must grasp how business units work together to help their company grow and thrive. LOMA's one-of-a-kind, instructor-led **Insurance Immersion** program quickly explains and connects key concepts to improve strategic thinking and collaboration.

### Foundational Content

Insurance Immersion continues to provide the same comprehensive overview of the life insurance industry including:

- Basic features of life insurance and annuity products
- Key operational functions
- How insurers operate and make money

### What's New?

The updated Insurance Immersion program offers fresh and revised content to help learners connect core business concepts with new and evolving influences, including the:

- Role of analytics, artificial intelligence, and digitization
- Effects of low-interest rates and surplus strain on profitability
- Changing regulatory environment and its impact on operations
- Innovative approaches to underwriting life insurance
- Evolution of the distribution of life and annuity products
- Importance of the customer experience

### NEW IN 2022

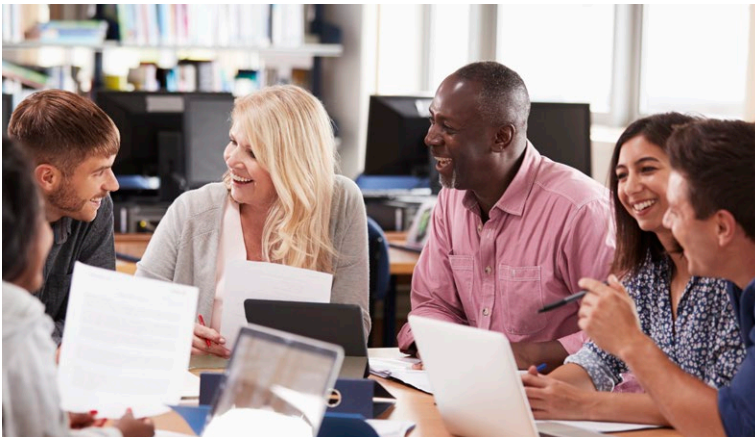
- Updated content focuses on the forces driving change within insurance companies
- Modular program design provides flexibility to meet a variety of training needs
- Participants earn LOMA course credit

*“Great interaction and a wealth of knowledge gained from this training!”*

(JANUARY 2021)

### Designation Credit

Starting January 2022, Insurance Immersion participants will receive credit for LOMA's FLMI Level I courses (LOMA 281 and LOMA 291). This new benefit provides participants with their **Certificate in Insurance Fundamentals** and a jump-start to earning a prestigious industry designation.



*“Especially helpful if you specialize in one area and are [not familiar with] other parts of the company; this program gives you a greater appreciation for all facets of the business.”*

(SEPTEMBER 2021)

## **Collaborative Classroom (virtual or in-person)**

This dynamic learning experience lets participants discuss, ask questions, and apply what they learn in small-group exercises and activities. Expert instructors share their unique knowledge and experiences to help clarify understanding. Learners build both industry knowledge and social connections in this highly engaging program.

## **Delivery Options**

Insurance Immersion consists of 14 hours of live instruction, available for virtual or in-person delivery. Some modules/topics may be omitted for a shorter program.

### **Virtual**

Learners participate in seven, two-hour modules over 3½ days in LOMA’s dynamic Adobe Connect classroom.

### **In-person**

LOMA’s expert facilitators lead groups through 2½ days of active, engaged learning.

### **Private Company Sessions**

Bring Insurance Immersion directly to your team! Great way to provide industry onboarding for groups and tailor the program to suit their needs. Available upon request for groups of 18 – 30.

LOMA member pricing:

- \$23,750 for up to 18 participants
- \$725 per person over 18 participants, up to maximum of 30

### **Open-Enrollment Sessions**

Ideal for individual team members and managers who need industry onboarding and can benefit from networking with peers.

LOMA member pricing:

- Early-bird registration: \$2,345 per person
- Regular registration: \$2,695 per person



*“Very informative and sets an excellent foundation for someone joining the business.”*

(JULY 2020)

*“Overall the course was great — the speakers, the content, the interaction in a virtual environment. The course helped us understand our jobs and the industry better and inspired us to contribute to continuing the success of the industry.”*

(JUNE 2020)

## **For More Information**

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