

UNDERWRITING: Standard Learning Path

GENERAL KNOWLEDGE

15–Minute Industry Overview

Individual Life Insurance Underwriting

Ethical Conduct in the Insurance Industry

Life of an Insurance Policy

Life Insurance Products

Managing Time and Stress

TARGETED DEVELOPMENT

Foundational

Meeting Customer Needs with Insurance and Annuities (LOMA 281)

Improving the Bottom Line: Insurance Company Operations (LOMA 291)

Underwriting Life and Health Insurance (UND386)

Proficiency

Medical Terminology & Proper File Documentation

Financial Underwriting: Ways To Avoid The “Windfall” Risk in Underwriting

Technical Underwriting Knowledge by LOGiQ3

Expertise

The Policy Lifecycle: Insurance Administration (LOMA 302)

Operational Excellence in Financial Services (LOMA 335)

Risk Management & Product Design for Insurance Companies (LOMA 371)

LEADERSHIP DEVELOPMENT

Resource Magazine

New Business Committee

Fellow Life Management Institute (FLMI)

Life Insurance Conference

Service Turnaround Times
Benchmarking Surveys

Reinsurance Administration (ARA 440)

InfoCenter Brief: Underwriting Orientation

InfoCenter Brief: Accelerated Underwriting in Life Insurance