

# Empower Your Team Through INDUSTRY KNOWLEDGE



LEARNING OPPORTUNITY	FLMI LEVEL 1 CERTIFICATE IN INSURANCE FUNDAMENTALS <i>Two courses builds foundational industry knowledge</i>	COMPLETE INSURANCE FUNDAMENTALS <i>One learning path provides foundation of industry knowledge; for enterprise purchase</i>	INDUSTRY ADVANTAGE <i>Personalized subscription program with a deep library of industry-specific topics</i>	INSURANCE IMMERSION <i>Instructor-led program offers a holistic overview of the life insurance business</i>	EXECUTIVE IMMERSION <i>1:1/small group instructor-led program provides comprehensive training on key concepts</i>
For new employees	✓	✓	✓	✓	✓
For employees in early career	✓	✓	✓		
For experienced professionals from outside the industry			✓	✓	✓
Fully-online, self-paced	✓	✓	✓		
Live instruction, virtual or in-person				✓	✓
Exam	✓	✓			
FLMI Level 1 Certificate earned	✓	✓		✓	
Enterprise purchase available		✓	✓		
Estimated time required	<b>10–12</b> hours per course, with <b>6</b> month access to each	<b>20–25</b> hours total, with <b>9</b> month access to learning path	All access for <b>12</b> -month subscription. Courses are 10–30 minutes on average	<b>14</b> hours of live instruction	<b>6</b> hours of live instruction
Topics covered	Foundational education on life insurance and annuity products and home office operations	Foundational education on products and operations	Foundational and trending topics across life insurance, annuities, and workplace benefits	High-level overview of products and key operational areas	Life insurance industry overview, individual life insurance and annuity products, distribution systems, how insurers make money, underwriting, and claim administration

