

# Learning Path: Insurance Fundamentals Certificate

*Earn Yours in 60 Days*



Study Dates	Completed	<u>"Need To Know" Course #1: LOMA 281</u>	Study Dates	Completed	<u>"Need to Know" Course #2: LOMA 291</u>
	✓	Meeting Customer Needs with Insurance and Annuities		✓	Improving the Bottom Line: Insurance Company Operations
Week 1 _____		<b>Module 1: 4 hrs</b> What is Insurance	Week 5 _____		<b>Module 1: 3 hrs</b> Company Overview
Week 2 _____		<b>Module 2: 4 hrs</b> Using Products to Meet Customer Needs	Week 6 _____		<b>Module 2: 4 hrs</b> Product Administration
Week 3 _____		<b>Module 3: 3 hrs</b> More About Life Insurance	Week 7 _____		<b>Module 3: 3 hrs</b> Marketing, Product Development & Compliance
Week 4 _____		<b>Module 4: 3 hrs</b> Group Products	Week 8 _____		<b>Module 4: 2 hrs</b> Financial Management

What people are saying about the FLMI Level 1 courses: <https://www.loma.org/ProfDev/Training/Need2Know/Testimonials.aspx>

*Advancing the financial services industry by empowering our members with knowledge, insights, connections, and solutions*

