

Distinguish Yourself in Your Career

Build your personal brand throughout your learning journey



Click on any solution within this document to learn more.

Accelerate Impact Suite



Talent Mobility Suite



Whether you're starting your first job or joining the C-Suite from outside the industry, we have solutions to meet you where you are and accelerate your knowledge of the business.



Highlight your industry expertise by earning a globally recognized designation. You'll gain broad-based knowledge and set yourself apart as a career-minded professional.

FLMI™ Level 1 Certificate in Insurance Fundamentals

- Covers foundational knowledge that most other courses will build upon and teaches the basics of insurance and annuity products



Associate, Life Management Institute™ (ALMI™)

- Provides education in the specific context of the insurance and financial services industry and delivers essential information about insurance products and core insurance functions



Fellow, Life Management Institute™ (FLMI™)

- Delivers the life insurance specific business acumen you need to demonstrate your commitment to excellence, grow your career, and enhance your professional brand

FSRI® Level 1 Certificate in Retirement Essentials

- Offers an overview of the U.S. retirement system and industry as well as a strong foundation in retirement principles, products, and planning

Certificate in Customer Experience Essentials

- Explains the differentiators among insurance companies in creating a positive customer experience



Associate, Customer Service™ (ACS®)

- Increases financial services knowledge with a focus on understanding customer expectations, patterns, and behavior

For more information, visit [LOMA.org](https://loma.org) or contact intl@loma.org



How will you begin – or continue – your learning journey? Take a look at your options:

➤ **FLMI™ Level 1 Certificate in Insurance Fundamentals**

- LOMA 281 – Meeting Customer Needs With Insurance and Annuities
- LOMA 291 – Improving the Bottom Line: Insurance Company Operations

➤ **FSRI® Level 1 Certificate in Retirement Essentials**

- SRI 111 – Retirement Fundamentals
- SRI 121 – Retirement Plans, Accounts, and Annuities
- SRI 131 – Planning for a Secure Retirement

➤ **Certificate in Customer Experience Essentials**

FLMI™ Level 1 Certificate in Insurance Fundamentals+

- CX 50 – Impact CX: The Quest

➤ **Associate, Life Management Institute™ (ALMI™)**

FLMI Level 1 Certificate in Insurance Fundamentals+

- LOMA 302 – The Policy Lifecycle: Insurance Administration
- LOMA 308 – The Business of Insurance: Applying Financial Concepts
- LOMA 321 – Insurance Marketing: Connecting With Customers

➤ **Fellow, Life Management Institute™ (FLMI™)**

Associate, Life Management Institute™ (ALMI™)+

- LOMA 311 – Business Law for Insurance Professionals
- LOMA 335 – Operational Excellence for Insurance Professionals
- LOMA 357 – Institutional Investing: Principles and Practices
- LOMA 361 – Accounting and Financial Reporting in Life Insurance Companies
- LOMA 371 – Risk Management and Product Development for Life Insurance Companies

➤ **Associate, Customer Service™ (ACS®)**

FLMI Level 1 Certificate in Insurance Fundamentals+

- ACS 101 – Customer Service for Insurance Professionals

Plus two of the following elective course requirements:

- LOMA 302 – The Policy Lifecycle: Insurance Administration
- LOMA 308 – The Business of Insurance: Applying Financial Concepts
- LOMA 321 – Insurance Marketing: Connecting With Customers

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