

# AML for Home Office Battlecard

FOR INTERNAL USE ONLY

## Product Overview

- This course is designed for home office employees, which can include call center employees, marketing, IT, or any other home office employee in the carrier or distributor space.
- AML for home office employees ensures everyone in your company can meet regulatory requirements and recognize/understand money laundering.
- LIMRA is one of the biggest providers of AML training for the insurance industry. Courses are reviewed by our industry, for our industry.

## Pricing

- Pricing per enrollment is the same as the producer base and refresher courses and can be combined with those courses for volume discounts.

## Key Learnings and Takeaways

- Easy verification and tracking of AML training for financial professionals and home office employees.
- Resource library and toolkit for ongoing awareness and training.
- AML for Home Office is on the same easy platform where your financial professionals are trained, making it quick, easy to access, and 100% verifiable.

## Ideal Customer

- US companies with captive, independent, or multiline distribution.
- Home office employees in the carrier or distributor sectors.

## Pain Points of Customer

- Employers want all their employees to have a base knowledge of AML training and understanding.
- Manual processes for tracking AML completion.

## Overcoming Objections

- **My home office employees don't need to be trained on anti-money laundering.**
  - The USA Patriot Act and FinCEN rules make it clear that financial institutions are responsible for ensuring employees receive ongoing training. Because of this, we recommend home office employees of these companies receive industry-accepted AML training as well, to stay up to date on risks.
- **AML training for home office employees isn't in my budget.**
  - Budgeting for LIMRA's AML training in the upcoming year can be crucial to keep all your home office employees up to date on the latest AML trends. Members save on course pricing as well.

# AML for Home Office Battlecard

FOR INTERNAL USE ONLY

## Delivery Model

- Base course offered online on device-responsive platform.
- Completion data and enrollment available via SFTP and on the customer dashboard.

## FAQs

- How does this course differ from traditional AML?
  - This is the same style of course, including much of the same information your financial professionals are learning. The scenarios in the course are specifically geared for home office employees.

## Additional Resources

- [AML Webpage](#)

For Internal Use Only