

AML for Home Office Sales Scenarios and Barriers

Scenario

“We do our own training in house.”

LIMRA Response

We can integrate easily into your in-house LMS to make it easy for you to provide industry-approved, up-to-date training to your employees.

One of the things our customers appreciate about our program is that it is refreshed every year with up-to-date content, and reviewed by other member companies. It takes advantage of the power of the shared understanding of what is required.

Scenario

“We accept any AML training from any vendor.”

LIMRA Response

Great! Because with over 3.5 million course completions in our database – many have taken our training. Did you know that the **ONLY** way to get verified completion data of the LIMRA course is by directly connecting with LIMRA? Any other attestation or claim could be considered risky, and we can't confirm completion outside of participation in our program.

Scenario

“We don't offer training.”

LIMRA Response

The regulation clearly requires financial institutions to ensure employees are trained.

Can we help with that?

Scenario

“We’re happy with the company we use.”

LIMRA Response

Do they offer a resource library and updated yearly content?

Are their training materials approved by a diverse group of industry companies to ensure that it hits the mark?

What does that cost per user or per year? We offer volume discounting and subscription models.

Scenario

“We’re just starting our AML program.”

LIMRA Response

We can help get you set up. Our AML Insiders meetings are a place where you can get your questions answered by peers across the industry. We recommend starting with the base course and then enrolling in the refresher course yearly or every other year after that.

Remember:

** AML training helps you ensure that your HO staff is aware of the training that your producers go through and can support their inquires. It also demonstrates that you care about your producer's ability to help protect their clients.*

Our Awareness material assists you in maintaining a focus on combating fraud.