**Industry Solutions Product Brief overviews**

***Talent Solutions***

**Trustworthy Selling**

*Award-winning, research-backed industry-specific sales training will elevate sales and retention.*

* Built by the industry, specifically for the industry
* Personalized learning experience and proven, validated lifts in premium, number of policies, new clients, First-year compensation and retention.

**Field Assessments**

*Choose the industry-validated assessments you need to hire and develop the right person for the job.*

* Helps save you time and money by screening and hiring, training and developing the right person, in the right way, who will succeed in the job
* Flexible and modular assessment tools help provide insight into potential for success

**Home Office Employee Assessments**

*Boost your recruiting and retention with industry-specific assessments designed to hire the right person.*

* Anchored in research and created by the industry, for the industry to help make informed hiring decisions
* Assessment tools increase new hire quality, boost on-the-job performance, and reduce employee turnover

***Fraud Prevention and Compliance***

**FraudShare**

*Catch and prevent fraud before it happens.*

* Cost-effective information sharing platform build by our members to company ATO and fraud
* Distinct data set with known fraud events helps eliminate false positives, saving investigators time and expense

**Compliance Solutions**

*Prevent fraud and get your financial professionals and employees trained and appointed quickly.*

* Onboard and train financial professionals and home office employees with background checks, Anti-Money Laundering and Recognizing Financial Exploitation Training, Annuity and product training and more
* Cost effective and saves time for carriers, distributors, and financial professionals

***Commercial Benchmarks and Data Solutions***

**Customer Experience Program for Life Insurance**

*Learn what your customers think – and how it compares.*

* Benchmark your customers’ experience with your company and the distributor against other insurance companies
* Evaluate and measure advocacy, loyalty, satisfaction, and quality of both Carriers and Distributors, with a driver analysis for deeper insight

**Customer Assurance Program (CAP™)**

*Monitor and benchmark to ensure your sales practices are compliant and hear from your customers.*

* 35 year, time-tested compliance program uses voice of the customer shortly after the sale to monitor and supervise individual annuity and life sales practices
* Using a program familiar across the industry and regulators; compare against benchmarks, confirm compliance efforts, identifies strengths and weaknesses and protects company’s reputation

**LIMRA and LOMA Compensation Surveys**

*Compare your compensation practices against accurate and detailed industry standards.*

* Industry-specific data trusted for more than 50 years to accurately benchmark hundreds of positions
* Deep compensation information includes a wide range of job roles, including analysis by region and company size is invaluable

**LIMRA Data Exchange (LDEx) Standards®**

*Be a part of the industry committee transforming data exchange standards to streamline and simplify benefit administration.*

* Designed to standardize the data exchanged between insurance carriers and benefits administration technology companies for employee workplace benefits
* Reduce errors, drive consistency, streamline the process in order to support top line revenue growth, increase speed to market and manage bottom line expenses