

Learning **Live** Series

Learn Virtually. Engage Personally.



In 2023, Boost Industry Knowledge With Short, Virtual Sessions

Our industry is evolving, and so can your employees.

Employee development is more important than ever. LOMA's Learning Live Series offers a convenient, affordable way for you to help employees develop the business acumen they need to grow in their careers, whether they are new hires or looking to expand in their roles.

Each two-hour Learning Live session covers a specific topic — delivering high-quality educational content in an easy-to-digest format. Expert instructors teach and lead activities in ways that help participants engage with the content and each other. Class size is limited to 30 participants to ensure a dynamic, interactive, virtual learning experience.

Plan now to include Learning Live sessions in your employees' 2023 development goals.

2023 Registration is Now Open!

AVAILABLE TOPICS

Annuities

Customer Experience

How Insurers Make Money

Industry Overview

Overview of Individual Life Insurance Distribution

Intro to Artificial Intelligence

Intro to Data Analytics

Life Insurance Products

Life Insurance Underwriting

(see page 2 for session dates and descriptions)

CONVENIENT AND AFFORDABLE

- Short, two-hour sessions
- Virtual format allows employees to participate from work or home
- \$245 per person, per session (LOMA member price)
- Register 5+ employees for one session and get 10% discount per person*
- Multiple sessions available for Spring and Fall
- All sessions offered on Wednesdays from 1 – 3 p.m. ET

* To receive the 10 percent discount, contact Breezy Zins at bzins@loma.org before registering.

Here's
what recent
participants
had to say

Very insightful topic and engaging facilitators.

One of the best [trainings] I have attended, the ability to participate and the flow of the content and speakers was perfect.

Great class. Made a complex subject very easy to understand.



Navigate With Confidence

2023 Learning Live Schedule

All sessions take place at 1 – 3 pm ET

March 8	Life Insurance Industry Overview Learn foundational concepts and quickly gain an understanding of life insurers' current place in the overall financial services landscape, as well as important challenges and opportunities for life insurance companies.
March 22	Annuity Products Gain fundamental understanding of annuities in this session — how they work, the unique benefits annuities offer, and features of various types of annuity products.
April 12	Intro to Data Analytics Intended for non-data scientists, this session describes what data analytics is, why it is essential to insurers' success, and the role employees play in supporting analytical efforts.
April 26	Intro to Artificial Intelligence Designed for employees who don't yet work with AI, this session explains tasks AI can and cannot do, the benefits and challenges of adopting it, and the evolving role of employees who collaborate with AI.
May 10	Customer Experience Learn why providing an excellent customer experience is crucial for insurance companies, the steps insurers are taking to improve Cx, and the role every employee plays in customer centricity.
May 24	Life Insurance Underwriting Learn basic principles and practices of risk assessment and discover how technology is changing this essential function.
September 13	Intro to Data Analytics Intended for non-data scientists, this session describes what data analytics is, why it is essential to insurers' success, and the role employees play in supporting analytical efforts.
September 27	How Insurers Make Money Explore basic concepts of financial management for insurers, focusing on how they balance dual goals of profitability and solvency.
October 10	Life Insurance Products Gain an understanding of product features and buying trends for term life, whole life, and universal life insurance policies.
October 24	Overview of Individual Life Insurance Distribution Learn how life insurance products are sold to customers via various distribution systems and channels, and how distribution is evolving in our changing industry.
November 8	Annuity Products Gain fundamental understanding of annuities in this session— how they work, the unique benefits annuities offer, and features of various types of annuity products.

To learn more visit <https://www.loma.org/learninglive>
or contact Breezy Zins at bzins@loma.org.