

Empower Your Team Through **INDUSTRY KNOWLEDGE**



LEARNING OPPORTUNITY	FLMI LEVEL 1 CERTIFICATE IN INSURANCE FUNDAMENTALS <i>Two courses build foundational industry knowledge</i>	INDUSTRY ADVANTAGE <i>Personalized subscription program gives access to a deep library of industry-specific topics</i>	INSURANCE IMMERSION <i>Instructor-led program offers a holistic overview of the life insurance business</i>	EXECUTIVE IMMERSION <i>1:1/small group instructor-led program provides comprehensive training on key concepts</i>	FINANCE FOR INSURANCE LEADERS <i>Instructor-led program explains industry-specific financial concepts.</i>
For new employees	✓	✓	✓	✓	
For employees in early career	✓	✓			
For experienced professionals from outside the industry		✓	✓	✓	
For senior leaders in non-financial roles					✓
Fully online, self-paced	✓	✓			
Live instruction, virtual			✓	✓	
Live instruction, in-person			✓	✓	✓
Exam	✓				
FLMI Level 1 Certificate earned	✓		✓		
Enterprise purchase available		✓			
Estimated time required	10–12 hours per course, with 6 month access to each	All access for 12 -month subscription. Courses are 15–20 minutes on average	14 hours of live instruction	6 hours of live instruction	12 hours of live instruction (2 full days)
Topics covered	Foundational education on life insurance and annuity products and home office operations	Foundational and trending topics across life insurance, annuities, and workplace benefits	High-level overview of products and key operational areas	Life insurance industry overview, individual life insurance and annuity products, distribution systems, how insurers make money, underwriting, and claim administration	Industry-specific financial concepts including financial statements, profitability, GAAP versus STAT, and how to build value



Navigate With Confidence