

Sales and Marketing



TARGETED DEVELOPMENT

ACCELERATE IMPACT SUITE

Build a Strong Foundation

Meeting Customer Needs with Insurance and Annuities*

LOMA 281

Improving the Bottom Line: Insurance Company Operations*

LOMA 291

Customer Service for Insurance Professionals

ACS 101

Insurance Immersion*

* FLMI Level 1 Certificate in Insurance Fundamentals awarded upon completion of LOMA 281 and LOMA 291 or Insurance Immersion

TALENT MOBILITY SUITE

Develop Broad-Based Knowledge

The Policy Lifecycle: Insurance Administration

LOMA 302

Insurance Marketing

LOMA 321

Institutional Investing: Principles and Practices

LOMA 357

Risk Management & Product Development for Life Insurance Companies

LOMA 371

Retirement Fundamentals

SRI 111

Retirement Savings & Investments

SRI 121

STRATEGIC LEADERSHIP EXPERIENCE

Industry-Focused Executive Development

- Strategic Leadership Experience

COMPLETE DESIGNATIONS

Enhance Your Personal Brand

- Certificate in Regulatory Compliance Essentials
- Fellow Life Management Institute (FLMI)
- Associate Customer Service (ACS)

ADDITIONAL DEVELOPMENT ACTIVITIES

NETWORKING & LEARNING EVENTS

- Industry Conferences
- Marketing Committee
- Webinars

RESOURCES — STUDIES & REPORTS

- Industry Trends
- Consumer Research
- Information Center



Navigate With Confidence