

LIMRA's Value Plus Membership

2012



LIMRA[®]

LIMRA's Value Plus Membership

Since our founding 95 years ago, LIMRA has been committed to the success of our members. Drawing on our global reach and perspective, we continue to connect you to the people, knowledge, and solutions you need to achieve business objectives.

Our "Value Plus" Membership Program reflects this commitment. We have carefully designed our membership levels and added many **NEW** services to help your company thrive. Please review the following information with a LIMRA representative to better understand how our broad range of benefits and services can help you.

Benefits and Services	■ Gold	■ Silver
General Company Benefits		
Worldwide connectivity to over 700 member companies in 70 countries	■	■
Unlimited access of Home Office Staff to Regional Web Sites	■	■
Executive Board Meetings in selected countries	■	■
InfoCenter Information Requests	■	■
LIMRA's MarketFacts Quarterly Magazine	■	■
Visits to LIMRA's Home Office	■	■
In-country or regional representatives to serve your membership needs	■	■
International industry conferences and seminars	●	●
Interpretation at industry conferences and seminars ¹	■	■
Executive Intern Program (as scheduled by LIMRA)	●	●
Custom presentation during member visits to LIMRA's Home Office	●	●
Research		
Global Studies: Trends in Technology — NEW Alternative Distribution Channels — NEW	■	■
White Papers: CEO Survey on Future Issues — NEW	■	■
Benchmarking Research: Individual Life Persistency Study Recruiting and Mentoring	■	■
Country reports published for all countries with sufficient participation Survey and reports available in language	■ ■	■ ■
In-language Webinars of research results, including PowerPoint presentation with notes	■	■
Overview of Insurance Market — special analysis from our country database (AXCO)	■	■
Subscription to LIMRA Worldwide Newsletter (available in Spanish)	■	■
Research Committee Meetings in selected countries	■	■

Membership Levels

- **Gold** — Increased services, benefits and access, along with special pricing
- **Silver** — Expanded basic membership and offerings at standard pricing

Benefits and Services

■ Gold

■ Silver

MarketScans — quick response research projects at member request on topical information	●	●
Consumer and Producer Research	●	●
Custom Research	5% discount	●
Assessment and Development Solutions		
Recruiting/Assessment/Productivity: Multiple Products Apply	●	●
Executive Development		
Open Enrollment – Power to Connect –1 day Executive Development Program (after Caribbean Conference in St. Thomas)— NEW	●	●
Open Enrollment – Success by Design –1 day Leadership Program (in Trinidad)— NEW	●	●
Custom Executive Development Program (4 day) ³	\$10,000 discount	●
Custom Financial Strategies Program (4 day) ³	\$10,000 discount	●
Custom Global Best Practices in Bancassurance Program (4 day) ³	\$10,000 discount	●
Custom Marketing Strategies Program (4 day) ³	\$10,000 discount	●
1 and 2 day option of all above programs are available	●	●
Open Enrollment Executive Development Program (U.S. 4 day program)	\$250 discount	●
Field Training and Development — The Centre		
International Training Directors Forum — NEW (Offers training directors with the opportunity to learn LIMRA's new programs, meet and network with other attendees, and share best practices)	20% discount	10% discount
Management Development Program (AIAM/CIAM/CMFA designation)	2% discount	●
Producer Development Program (AFA, PFA, MFA designation)	2% discount	●
Other Training and Development Courses/Seminars (LIMRA's continuing professional development program)	2% discount	●
International Rewards and Recognition Program (IQA, IQMA, IAP awards)	5% discount up to \$500	●
Training and Development Needs Analysis Consultation ⁴ (agency training and development audit)	\$3,000	\$5,000

continued on back

Benefits and Services

■ Gold

■ Silver

Training Program Localization and Customization (integrates LIMRA's training programs with company training system for maximum effectiveness)	2% discount	●
Learning and Performance Management System (offers the most advanced learning and performance management system to help manage agents' and managers' learning path, activity, and results)	2% discount	●
Consulting		
Webinar: Help Clients Plan for Retirement; Sell Products that Fit their Needs — NEW	■	■
Consultation on Retirement Planning and Products via Conference Call — NEW	■	■
Half Day Consultation on Distribution Challenges ⁵ — NEW (Available on a Consortia Basis: Multiple Companies Can Cost Share for Customized Program)	\$2,500	\$5,000
Consultation on Compensation	\$1,200 discount	●
Sales Projection Modeling	●	●
Compliance and Regulatory Services		
Virtual Classroom: Harmonizing Social Media and Social Business — NEW	15% discount	●
"LIMRA Regulatory Review" bimonthly newsletter	■	■
Global Best Practice Workshop (via Webinar)	\$3,000	\$5,000
Market Conduct Training ⁶	1% discount	●

Discounts per year per program at standard pricing
All amounts in US dollars

- ■ Included in Value Plus Membership dues
- ● Available to members at cost

¹ Provided a minimum of 15 registrants requiring interpretation at event

² Trial period not to exceed 3 months. Trial does not apply to products sampled in previous years or currently in use. In countries where product is available.

³ Discount applies to 4-day programs with a minimum of \$100K

⁴ Scheduled in conjunction with consultant in-country visit. If scheduled independently, members are responsible for travel expenses.

⁵ Choice of Distribution, Productivity, and Compensation – scheduled in conjunction with consultant in-country visit. If scheduled independently, members are responsible for travel expenses.

⁶ For company programs with more than 100 attendees

LL Global, Inc.



HARTFORD ATLANTA MIAMI TORONTO LONDON KUALA LUMPUR SHANGHAI HO CHI MINH CITY

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