

LIMRA's Value Plus Membership

2012



LIMRA[®]

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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.

Membership Levels

- **Platinum** — Increased company visibility, services, VIP status and preferred pricing
- **Gold** — Increased services, benefits and access, along with special pricing
- **Special Affiliate** — Expanded basic membership and offerings at standard pricing

Benefits and Services	■ Platinum	■ Gold	■ Special Affiliate
General Company Benefits			
Distribution Conference — NEW	2nd reg. free	2nd reg. @ 50% off	●
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	●	●	●
International 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 ²	■	■	■
In-language Webinars of research results, including PowerPoint presentation with notes ²	■	■	■
Overview of Insurance Market — special analysis from our country database (AXCO)	■	■	■
Subscription to LIMRA Worldwide Newsletter (English only)	■	■	■

Platinum Member Status

Platinum members are industry leaders and, as appropriate for companies of this stature, LIMRA offers opportunities for elite benefits, preferred pricing, and increased industry visibility. As honored guests, CEOs and executives will also receive access to exclusive events at conferences. Some of the specific benefits Platinum leaders will receive include:

- A number of preferred pricing discounts on training programs
- Access to five different free consultations with LIMRA's experts via teleconferences or in person
- A by-invitation-only private reception with Senior Officers at the Strategic Issues Conference, Latin American Conference, and regional meetings
- Prominently displayed company logos at international conferences on banners and spotlighted in the walk-in slides
- Meeting badges at international conferences that reflect this elite status
- Prominent recognition in newsletters, conference materials, and on regional web sites
- Permission to use "LIMRA Platinum Member" in company materials

Benefits and Services	Platinum	Gold	Special Affiliate
Research Committee Meetings in selected countries	■	■	■
MarketScans — quick response research projects at member request on topical information	●	●	●
Consumer and Producer Research	●	●	●
Custom Research	10% discount	5% discount	●
Assessment and Development Solutions			
Productivity: Personality Styles Profile assessment trial (PSP) ³	100 assessments	50 assessments	25 assessments
Executive Development			
Custom Executive Development Program (4 day) ⁴	\$15,000 discount	\$10,000 discount	●
Custom Financial Strategies Program (4 day) ⁴	\$15,000 discount	\$10,000 discount	●
Custom Global Best Practices in Bancassurance Program (4 day) ⁴	\$15,000 discount	\$10,000 discount	●
Custom Marketing Strategies Program (4 day) ⁴	\$15,000 discount	\$10,000 discount	●
1 and 2 day option of all above programs are available	●	●	●
Open Enrollment Executive Development Program (U.S. 4 day program) ⁵	\$500 discount	\$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)	30% discount	20% discount	10% discount
Management Development Program (AIAM/CIAM/CMFA designation)	5% discount	2% discount	●
Producer Development Program (AFA, PFA, MFA designation)	5% discount	2% discount	●
Other Training and Development Courses/Seminars (LIMRA's continuing professional development program)	5% discount	2% discount	●
International Rewards and Recognition Program (IQA, IQMA, IAP awards)	10% discount up to \$500	5% discount up to \$500	●
Training and Development Needs Analysis Consultation ⁶ (agency training and development audit)	\$1,500	\$3,000	\$5,000

continued on back

Benefits and Services

■ Platinum

■ Gold

■ Special Affiliate

Training Program Localization and Customization (integrates LIMRA's training programs with company training system for maximum effectiveness)	5% discount	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)	5% discount	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 ⁷ — NEW (Available on a Consortia Basis: Multiple Companies Can Cost Share for Customized Program)	■	\$2,500	\$5,000
Consultation on Compensation	\$2,500 discount	\$1,200 discount	●
Sales Projection Modeling	10% discount	●	●
Compliance and Regulatory Services			
Asia Best Practices Forum — NEW	2nd registration free	2nd registration @ 50% off	●
Virtual Classroom: Harmonizing Social Media and Social Business — NEW	20% discount	15% discount	●
"LIMRA Regulatory Review" bimonthly newsletter	■	■	■
Global Best Practice Workshop (via Webinar)	\$2,000	\$3,000	\$5,000
Market Conduct Training ⁸	2% discount	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 Japanese

³ 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.

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

⁵ English only

⁶ Scheduled in conjunction with consultant in-country visit. If scheduled independently, members are responsible for travel expenses.

⁷ Choice of Distribution, Productivity, and Compensation — scheduled in conjunction with consultant in-country visit. If scheduled independently, members are responsible for travel expenses.

⁸ 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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