

2010 Executive Development Calendar



Expertise.

Relevance.

Flexibility.

Balance.

Developing Tomorrow's Leaders Today

Leadership Programs

Achieving Leadership Presence

Behave like a leader to positively influence others

Develop a polished leadership communication style and presence by managing body language and nonverbal communication. Strengthen skills in self-management, effective mentoring, positive self-talk, and open listening.

One day, \$1300 member; \$2600 nonmember

February 23 — Las Vegas, NV (before LIMRA's Distribution Conference)

September 15 — Windsor, CT

Building Your Leadership Brand

A strong personal brand is the key to your success

Learn how both you and your company can benefit from a clearly-defined and strong personal brand. Inspire passion at work at the senior level by aligning your unique personal brand with organizational objectives.

One day, \$1300 member; \$2600 nonmember

May 12 — Windsor, CT • October 19 — Windsor, CT

Effective Organizational Change

Drive successful organizational change and maintain high productivity

Obtain an in-depth view of the extensive effects change has on human capital. This program will help in identifying stakeholders and critical success factors, and in developing effective communication plans.

Two days, \$2000 member; \$4000 nonmember

April 27 – 28 — Charlotte, NC • October 5 – 6 — Atlanta, GA

High Impact Succession Planning

Identify effective strategies for successful transitions and continued productivity and growth

What are the best practices for actively planning the next generation of leadership? Using a structured process, appropriate tools, and a long-term development plan, this program can help your organization avoid being taken by surprise.

One day, \$1300 member; \$2600 nonmember

March 24 — Windsor, CT

Leadership Strategies

Develop a personalized action plan to enhance your ability to influence and lead

Gain a deeper understanding of your own leadership style and its impact on others. Participants gain key insights into their leadership strengths and development needs utilizing an executive strategy simulation, peer and instructor feedback and assessment.

Four days, \$6200 member; \$9600 nonmember (includes room and board)

June 7 – 10 — Wellesley, MA

Power to Connect

Learn how to “read” people immediately and become a powerful communicator

This interactive and engaging program teaches the nuances of artful communication and employee engagement with applications in leadership, sales, mentoring, team collaboration, and project management.

One day, \$1300 member; \$2600 nonmember

May 20 — Orlando, FL • September 21 — Chicago, IL

Strategic Talent Management

Connect talent management strategies to your key business objectives

Learn about the relationship between employee value propositions and business strategies. Incorporate best practices in onboarding and coaching into your talent management plan.

Two days, \$2000 member; \$4000 nonmember

May 18 – 19 — Orlando, FL • November 2 – 3 — San Francisco, CA

Taking the Leadership Challenge

Develop high performance leadership skills

Explore Kouzes' and Posner's *Five Practices of Exemplary Leadership*™, which lays the groundwork for enhancing your effectiveness as a leader. Self-assessment exercises will help identify ways to grow and expand your leadership skills beyond what is instinctive.

One day, \$1300 member; \$2600 nonmember

April 29 — Charlotte, NC • October 20 — Windsor, CT

Utilizing Emotional Intelligence

Gain a competitive advantage through emotional self-awareness

Become aware of your own emotional intelligence capabilities and obtain focused feedback via the Emotional Competence Inventory (taken upon registration, prior to attending).

One day, \$1300 member; \$2600 nonmember

October 7 — Atlanta, GA

Marketing Programs

Attract and Retain a Diverse Workforce

Recruit and retain the best and brightest high-performing candidates

Attend this program and learn how to source and recruit the best women and ethnically diverse candidates. Discover how rapid acceleration and early success promotes loyal, high-performing producers and leads to retention of valuable talent.

One day, \$1300 member; \$2600 nonmember

March 23 — Windsor, CT • November 4 — San Francisco, CA

Innovation Advantage

Cultivate high performance and productivity through effective innovation

Learn how to introduce innovative thinking practices throughout an organization to achieve dramatic improvements in employee attitudes and performance levels.

One day, \$1300 member; \$2600 nonmember

May 13 — Windsor, CT • September 22 — Chicago, IL

Marketing Strategies

Develop strategic marketing plans that drive sustainable growth

Examine key marketing issues such as customer segmentation and positioning, market research and strategy design, brand management and loyalty, and emerging opportunities in an industry-specific context.

Four days, \$6200 member; \$9600 nonmember (includes room and board)

May 3 – 6 — Wellesley, MA

New Media Marketing

Succeed and thrive in the Web 2.0 world

Find out how social media can be used as a powerhouse research and product development tool, and as an enabler for high-impact consumer engagements.

One day, \$1300 member; \$2600 nonmember

May 11 — Windsor, CT

Financial Programs

Finance for Non-Financial Managers

Understand insurance company financial statements to make better business decisions

Learn how to read and analyze financial statements including: Income Statement, Balance Sheet, Cash Flow Statement, and the Statement of Changes in Financial Position (including the Statement of Comprehensive Income). Property & casualty and life company financial-related issues will be addressed.

One day, \$1300 member; \$2600 nonmember

February 25 — Windsor, CT • September 16 — Windsor, CT

Financial Strategies

Become a little dangerous to your CFO

Benefit from a comprehensive look at profitability sources, investment strategies, capital management issues, rating agencies, and accounting practices. Explore the merits and key risks of mergers and acquisitions.

Four days, \$6200 member; \$9600 nonmember (includes room and board)

March 15 – 18 — Wellesley, MA • November 15 – 18 — Wellesley, MA

Life Insurance Accounting

Understand the Canadian life insurance industry and financial reporting process

Managers in the Canadian marketplace will gain an understanding of the accounting and financial reporting processes in the life insurance industry.

Three days, CD \$2098.95 (\$1999 + GST \$99.95) member;

CD \$2623.95 (\$2499 + GST \$124.95) nonmember

May 10 – 12 — Toronto, ON • September TBD — Toronto, ON

Understanding Life Company Investments

A behind-the-scenes look at how life insurance companies make investment decisions

Take a peek “behind the scenes” of how life insurance companies make investment decisions across their portfolio. You’ll experience the drivers of success in the capital markets and a big picture view of how the investment house works.

Two days, \$2000 member; \$4000 nonmember

June 2 – 3 — Windsor, CT • September 29 – 30 — Windsor, CT

* Call Customer Service for LOMA (but not LIMRA) member pricing. 800-235-4672
Outside the U.S. and Canada call: 860-285-7789.

LIMRA's Executive Development:

The Solution to Your Leadership Development Needs

"Do more with less." This phrase has been the drum line for many organizations in this challenging economy. But are your leaders prepared to face today's challenges and create future growth that is sustainable? LIMRA's 2010 Executive Development programs can help your organization to not miss a beat.

2010 Executive Development Programs at a Glance

| Leadership Programs | February | March | April | May | June | September | October | November |
|--|----------|-------|-------|-------|------|-----------|---------|----------|
| Achieving Leadership Presence | 23 | | | | | 15 | | |
| Building Your Leadership Brand | | | | 12 | | | 19 | |
| Effective Organizational Change | | | 27-28 | | | | 5-6 | |
| High Impact Succession Planning | | 24 | | | | | | |
| Leadership Strategies | | | | | 7-10 | | | |
| Power to Connect | | | | 20 | | 21 | | |
| Strategic Talent Management | | | | 18-19 | | | | 2-3 |
| Taking the Leadership Challenge | | | 29 | | | | 20 | |
| Utilizing Emotional Intelligence | | | | | | | 7 | |
| Marketing Programs | | | | | | | | |
| Attract and Retain a Diverse Workforce | | 23 | | | | | | 4 |
| Innovation Advantage | | | | 13 | | 22 | | |
| Marketing Strategies | | | | 3-6 | | | | |
| New Media Marketing | | | | 11 | | | | |
| Financial Programs | | | | | | | | |
| Finance for Non-Financial Managers | 25 | | | | | 16 | | |
| Financial Strategies | | 15-18 | | | | | | 15-18 |
| Life Insurance Accounting | | | | 10-12 | | TBD | | |
| Understanding Life Company Investments | | | | | 2-3 | 29-30 | | |

Space in open-enrollment programs is limited to ensure the best faculty-to-participant ratio.

Register online at www.limra.com/ExecutiveDevelopment

Register by phone by calling LIMRA Customer Service at 800-235-4672. Outside the U.S. and Canada, call 860-285-7789.

Discounts available!

- 10% discount when you register for three programs at the same time.
- 10% discount on all registrations received 90 days prior to the start of the selected program(s).

