

2011 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

May 24 — Windsor, CT • September 20 — Baltimore, MD

Creating a Culture of Achievement

Develop a collaborative high-performance team that has initiative and accountability

Highly successful results-oriented teams are innovative, collaborative, and productive. This unique program will bridge the gap between what is “real” and “ideal” for a culture of high achievement. Participants will explore best practices that optimize initiative, accountability, and employee engagement. This interactive program teaches successful strategies to turn employees into internal champions and stakeholders for sustainable cultural change.

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

April 26 — Windsor, CT • November 9 — Orlando, FL

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 provides strategies to identify stakeholders and critical success factors, and develop effective communication plans.

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

March 29 – 30 — Windsor, CT • September 21 – 22 — Baltimore, MD

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)

September 12 – 15 — 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

February 22 — Orlando, FL (before LIMRA's Distribution Conference)

June 22 — Chicago, IL • October 6 — Phoenix, AZ

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

November 16 – 17 — Windsor, CT

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 identify ways to grow and expand your leadership skills beyond what is instinctive.

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

May 25 — Windsor, CT • October 18 — 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

May 12 — New York, NY

Marketing Programs

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 26 — Windsor, CT • October 19 — Windsor, CT

Market-Focused Strategy Innovation

Gain the tools and best practices for corporate innovation

Learn best practices from world-class innovators for developing and managing a robust product innovation portfolio. Participants will have the opportunity to identify and propose solutions to clear organizational barriers to innovation in their companies and design a 100-day plan to initiate cultural change.

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

June 21 — 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)

June 6 – 9 — Wellesley, MA

Powerful Presentations

Deliver engaging messages without technical crutches

Realize your full leadership potential by sharpening your presentation skills. Benefit from practice, feedback, and coaching in the delivery of clear, confident messages that improve your effectiveness.

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

April 27 – 28 — 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 17 — Windsor, CT • June 23 — Chicago, IL

November 10 — Orlando, FL

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.

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

March 21 – 24 — Wellesley, MA

Understanding Life Company Investments

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

Take a peek behind the scenes into 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

May 10 – 11 — New York, NY • October 4 – 5 — Phoenix, AZ

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

Capstone Program at Wharton

Complete your LLIF designation at this invitation-only program, designed by LIMRA and Wharton, and taught by Wharton faculty. You must earn 15 requisite credits before attending.

Five days, \$9200 (Includes room and board). Contact LIMRA for nonmember pricing.

April 11 – 15 — Philadelphia, PA

LIMRA's Executive Development:

Developing High-Performance Teams

Now, more than ever, companies need to invest in their top talent to move their companies ahead in the competitive landscape.

LIMRA's Executive Development programs are designed for senior leaders who want to enhance their business acumen, industry knowledge, and strategic planning skills to help their companies excel.

2011 Executive Development Programs at a Glance

Leadership Programs	February	March	April	May	June	September	October	November
Achieving Leadership Presence				24		20		
Creating a Culture of Achievement			26					9
Effective Organizational Change		29-30				21-22		
Leadership Strategies						12-15		
Power to Connect	22				22		6	
Strategic Talent Management								16-17
Taking the Leadership Challenge				25			18	
Utilizing Emotional Intelligence				12				
Marketing Programs								
Innovation Advantage				26			19	
Market-Focused Strategy Innovation					21			
Marketing Strategies					6-9			
Powerful Presentations			27-28					
Financial Programs								
Finance for Non-Financial Managers	17				23			10
Financial Strategies		21-24						
Understanding Life Company Investments				10-11			4-5	
Capstone Program at Wharton			11-15					

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).

