



# Your Global Research Connection

This issue of LIMRA's Global Research connects you to reports on insurers' technology priorities, global best practices for training, and more. These reports are a benefit of membership. If you can't access them, please click on this button:

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## Current Research



### [Training Today — Global Best Practices](#)

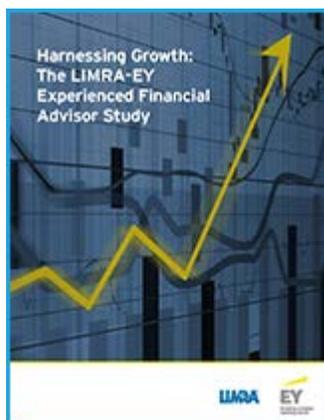
We surveyed nearly 1,200 training executives and professionals on which training practices work and which don't. Read this report for insights that will improve the effectiveness of your agency, bancassurance, and broker training programs.

### [Which Tech and Why? Global Perspectives on Technology](#)

Everyone agrees that technology is important to the future of their company. Read this report to understand insurers' priorities for:



- Cybersecurity
- Advanced Analytics
- Artificial Intelligence (AI)
- Biometrics
- Automation
- Blockchain
- Virtual and Augmented Reality (VR/AR)



### [Harnessing Growth: The LIMRA-EY Experienced Financial Advisor Study](#)

New opportunities for carriers and distributors are emerging as advisors reshape their practices and distribution channels converge. This report will spark ideas for enhancing your value proposition to attract and retain desired advisor segments.

### [The Purchase Funnel](#)

Review the three reports in this series to better understand:

- How buyers buy life insurance, including the information sources and channels they use throughout the process
- Who buys what kind of life insurance and why
- The traits of households that purchase life insurance, and marketing tactics that engage life insurance buyers



# Upcoming Research

## **Spotlight on Retirement: Latin America**

Expanding our retirement research with the Society of Actuaries, we will identify trends determining the future of retirement for consumers in Latin America.

## **Agency Models and Best Practices**

We are researching the most successful agent distribution models around the globe to provide you with detailed descriptions of their agency philosophies, structures, procedures and tools, and more.

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