

Fellow, Life Management Institute (FLMI)

Product Overview

The Fellow, Life Management Institute (FLMI) designation is comprised of ten courses:

- [LOMA 281: Meeting Customer Needs with Insurance and Annuities](#)
- [LOMA 291: Improving the Bottom Line: Insurance Company Operations](#)
- [LOMA 302: The Policy Life Cycle: Insurance Administration](#)
- [LOMA 308: The Business of Insurance: Applying Financial Concepts](#)
- [LOMA 321: Insurance Marketing: Connecting with Customers](#)
- [LOMA 311: Business Law for Insurance Professionals](#)
- [LOMA 335: Operational Excellence for Insurance Professionals](#)
- [LOMA 357: Institutional Investing: Principles and Practices](#)
- [LOMA 361: Accounting and Financial Reporting in Life Insurance Companies](#)
- [LOMA 371: Risk Management and Product Development for Life Insurance Companies](#)

It covers “big picture” business topics important to insurance professionals and managers.

Trends

- 71% of insurance employees are willing to reskill¹
- 25% of skillsets for jobs have changed. By 2027, this number is expected to double.²
- Over 99% of learners would consider recommending LOMA professional development.³

¹BCG Insurance Industry Workforce Trends Study

²<https://learning.linkedin.com/resources/workplace-learning-report>

³2022 LOMA Member Survey

Overcoming Objections

Length of courses

The FLMI designation covers “big picture” business topics important to insurance professionals and managers. The courses are comprehensive and build knowledge of the industry resulting in a more informed, well-rounded employee.

Learners are unable to incorporate study time into their workday due to other priorities

The self-paced, fully online courses allow employees to stop and start as many times as they need to complete a course lesson or module. Learners can work to complete a lesson over their lunch hour or before work begins for the day.

Key Features and Benefits

- Provides industry-specific business education in the context of the life insurance industry
- Strengthens business and financial acumen
- Utilizes real-life scenarios to create a connection to the industry
- Achievement of the globally-recognized Fellow, Life Management Institute (FLMI) designation program

Course Topics

- Compliance and legal
- Finance and accounting
- Institutional investing
- Life insurance
- Management and leadership
- Marketing and business acquisition
- Operations and administration
- Risk management and product design

Additional Resources

[FLMI Webpage](#)

[Distinguish Yourself in Your Career Infographic](#)

Implementation

- Professional development plans for career-minded employees looking to differentiate themselves for career expansion

Customer Pain Points

- Employee engagement
- Retaining top talent
- Ensuring new and existing employees have the industry knowledge necessary to be effective and productive in their roles

Competitors

While there are no direct competitors, the FLMI designation program competes for the same corporate training dollars as other programs a company or employee may consider for training and development, including LOMA's other professional development opportunities.

Format

- Five fully online, self-paced courses (FLMI Level 1 and ALMI) and five e-book courses (FLMI)
- Modularized course content with access for 6 months, per course
- Self-proctored exams at the end of each module

FAQ

How long does a learner have access to a course?

Once an employee enrolls, they have 6 months to complete each course.

How long does it take an individual to complete the FLMI designation program?

Completion time depends on the individual's familiarity with the course material; however, each FLMI-Level course takes about 30 hours to complete.

How does this designation program affect retention and engagement?

According to Glassdoor, a purposeful onboarding program provides an 82% improvement in new employee retention and a 70% increase in productivity. By incorporating the FLMI designation courses into your existing onboarding and training efforts, employees are building industry knowledge and organization loyalty.

Can we review a demo of course content?

Yes, we can provide 1-3 individuals within your organization 2-week demo access to course content.