

Open-Enrollment Programs

June—December 2019

LIMRA

**Leadership
Institute™**

Developing the Industry's Best



Open-Enrollment Programs

The LIMRA Leadership Institute™ invites you to become a part of something special. For 30 years, our curriculum has helped financial services leaders hone critical competencies, achieve heightened levels of success, and build invaluable relationships with their peers. Today, leadership development remains a top priority for companies throughout the industry, as they seek competitive advantage. To align with that reality, we have designed these 2019 programs with a fresh view on relevant, actionable topics that can drive you and our industry forward.

Leadership Strategies – Leadership Discipline

Develop a personalized action plan to enhance your ability to influence and lead. This program leverages an executive strategy simulation, peer feedback, faculty coaching, and assessments to provide an in-depth understanding of your own leadership style and its impact on others. You will gain valuable insights into your interpersonal strengths and development opportunities — and discover the role emotional intelligence plays in potential success or derailment.

June 3–6 • Babson Executive Conference Center, Wellesley, MA

Faculty: Joan Ashman, CPCU, Executive Coach;
Dorothy Kramer-Kawakami, CLU, LLIF, Consultant, LIMRA
Tuition (special 2019 rate): \$4,500 LIMRA/LOMA member; \$9,000 nonmember

Meeting the Needs of a Diverse Marketplace – Marketing Discipline

Strengthen diversity and inclusion expertise (a must in today's changing environment) through a leadership lens. This program takes a holistic approach — from the business case and marketplace trends to how ethnic, gender, and generational/lifestyle diversity impact engagement with talent and with consumers. You will gain an understanding of the wide-reaching implications for the workplace and communities, taking away best practices and a detailed action plan to execute in your own organization.

August 20–21 • Hartford Marriott/Windsor Airport, Windsor, CT

Faculty: Mark Hug, Senior Advisor, Global Diversity Marketing;
Tariq Khan, Founder & CEO, Global Diversity Marketing and Adjunct Professor, New York University

Tuition: \$2,400 LIMRA/LOMA member; \$4,800 nonmember

Ethical Leadership – Leadership Discipline

Ethics and compliance have arguably never played a more central role in our business — and company leaders contribute greatly to creating a strong, sustainable ethical culture in their organization. This intensive program connects essential topics to provide the theoretical understanding and practical tools needed to engage in and foster ethical behavior and decisions. Led by a team of experts, you will focus on core ethical principles, decision-making models, characteristics of ethical leadership, methods for developing an ethical corporate culture, and ethical issues specific to financial services.

September 10–11 • Hoffman Center for Business Ethics, Bentley University, Waltham, MA

Faculty: Bentley University Faculty and Executive Fellows

Tuition: \$2,400 LIMRA/LOMA member; \$4,800 nonmember

Financial Strategies – *Business Acumen Discipline*

Gain a thorough understanding of finance-based decision making by exploring the many ways insurance companies make money and the implications of each. In this program, you will take a comprehensive look at profitability sources, capital management issues, rating agencies, industry-specific accounting practices, and M&A activity. Using a computer-based simulation focused on our industry, you will gain a realistic, executive-level view of the business through the strategic and tactical decisions they make.

September 23–26 • Babson Executive Conference Center, Wellesley, MA

Faculty: Rob Hoskin, Ph.D., Associate Professor Emeritus, UConn School of Business;

Dan Topf, CPT, Senior Vice President, Management Development International, Inc.

Tuition (special 2019 rate): \$4,500 LIMRA/LOMA member; \$9,000 nonmember

Enterprise Risk Management – *Business Acumen Discipline*

Build a strong foundation in risk management planning and execution, and understand your role and the roles of others in it. This program — grounded in real-world scenarios and outcomes — helps leaders develop strategies and action plans for identifying, prioritizing, and addressing risk. Covering everything from the nature and sources of risk to supporting a risk management culture, this experience provides the tools and context for success in this critical area.

October 2–3 • Chicago, IL

Faculty: Dr. Phil Samuel, Chief Innovation Officer, Lean Methods Group

Tuition: \$2,400 LIMRA/LOMA member; \$4,800 nonmember

Decision Making and Strategic Execution – *Leadership Discipline*

In today's volatile, complex, and uncertain world, organizations often have difficulty making and implementing effective decisions. This program first outlines the need for critical thinking skills to raise the probability of good outcomes. It will discuss common cognitive biases and the critical thinking behaviors that can mitigate their effects. And, it addresses executing on strategic decisions — by exploring barriers and best practices, with particular emphasis on building agility into the execution process.

October 15–16 • Philadelphia, PA

Faculty: Kathy Pearson, Ph.D., President and Founder, Enterprise Learning Solutions, Inc.

Tuition: \$2,400 LIMRA/LOMA member; \$4,800 nonmember

Customer-Centered Design for Competitive Advantage – *Marketing Discipline*

Companies across all industries strive to consistently delight their customers in each step of their journey. This “working lab” program, using a series of team-based application exercises, provides and reinforces a proven methodology to stimulate and execute customer-centered innovations to unleash latent and profitable growth. It also addresses how organizations can implement this approach in an agile way — using constant experimentation to mitigate risks inherent in disruptive innovations and adopt a bias toward action. For maximum benefit, you are encouraged to attend with multiple members of your team.

November 6–7 • Chicago, IL

Faculty: Rick Kolsky, Ph.D., Adjunct Professor of Marketing, Kellogg School of Management and President, Kolsky & Co.

Tuition: \$2,400 LIMRA/LOMA member; \$4,800 nonmember

About the LIMRA Leadership Institute Fellow (LLIF)

The LLIF designation is an internationally recognized credential of financial services leadership. This academically rigorous, 19-credit curriculum provides industry-specific experiential education for high-potential, emerging, and senior leaders. LLIF programs enhance business acumen, broaden industry knowledge, and strengthen strategic thinking skills to help participants and their organizations excel. Earning the LLIF designation demonstrates a commitment to professional development — through gaining the cross-disciplinary skills critical to making the most meaningful impact in the leadership role.

Each program day represents one credit earned toward the designation. As shown below, participants must earn a minimum of 14 credits to attend the Capstone program — a prestigious experience designed by LIMRA and the Wharton School of Business. The Capstone weaves the coursework together and frames these teachings in a real-world context through experiential and practical application. Wharton faculty lead the group in addressing key leadership issues such as community building, leading change, critical thinking, leadership and followership, ethical decision-making, and organizational culture.

We look forward to partnering with you to map your leadership development journey!

To learn more and to register for 2019 programs, please:

- Visit www.limra.com/LLI
- Call 800-235-4672
- Email LLI@limra.com

Design Your Path to the LLIF

EARN 4 CREDITS BY:

Attending One of These Four-Day, Residential Programs:

- Financial Strategies
- Leadership Strategies
- Marketing Strategies

EARN AT LEAST 10 ADDITIONAL CREDITS BY:

Selecting From Elective Programs in*:

- Business Acumen
- Leadership
- Marketing

*You must attend at least one program in each category. You may also attend more four-day programs to earn some of these credits.

EARN YOUR FINAL 5 CREDITS BY:

Attending the Invitation-Only Capstone at the Wharton School

- Five-day, residential experience designed by LIMRA and Wharton
- LLIF designation is conferred at the culmination of the program



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