

FOR IMMEDIATE RELEASE

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LOMA Releases New Financial Services Courses

Las Vegas, Nevada—May 24 2004—Three new courses in LOMA's Fellow, Financial Services Institute (FFSI) designation program were released in May. Designed to meet the immediate needs of financial services companies, each self-study course provides essential components necessary to help employees better understand, develop and support products and services.

These courses (LOMA 286, 311, and 356) are three of the seven core courses necessary to be recognized as an FFSI designee.

- **LOMA 286: Principles of Financial Services and Products** covers the major categories of financial services, including cash management, credit, asset protection, asset accumulation and management, and asset distribution.
- **LOMA 311: Business Law for Financial Services Professionals** teaches the features and principles of the legal environment in which financial services companies operate globally. Part One of the LOMA 311 text illustrates general principles of business law, and Part Two describes the special types of legal issues that affect financial services companies.
- **LOMA 356: Investment Principles and Institutional Investing** provides an orientation to investing in an institutional setting and defines roles, administrative systems and processes, goal setting, performance review, and risk management. Students will come away with an understanding of the investment environment and the general principles of investing in both individual securities and portfolios of securities.

The FFSI program as a whole covers the product and administrative aspects of the financial services industry and provides a context for understanding all components of financial services. FFSI also features the opportunity to customize the learning experience by selecting relevant professional education, Professional Achievement Credits, to round out the program.

Visit www.loma.org/ffsi.asp for more information on LOMA's FFSI program.

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About LOMA:

Established in 1924, with 1,250 plus member companies in over 70 countries, LOMA is committed to a business partnership with its world-wide members in the insurance and financial services industry to improve their management and operations through quality employee development, research, information sharing, and related products and services.