



# 2017 Online & Classroom Insurance Continuing Education

Find out why other agents say:  
"This is the **BEST** continuing education!"

REGISTER NOW!



## Get ALL Your CE for ONLY \$30!

For just \$1 a day, complete any or all of our online courses.

Meet your CE requirement for this renewal and even the next by purchasing 30 days UNLIMITED access for just \$30.

**BEST Value!**

Bryan Ventures, Inc.  
1352 Saint Clair Avenue  
Saint Paul, MN 55105-2335

[www.bryanventures.com](http://www.bryanventures.com)

## Save 10% on your tuition.

Visit our website for details:  
<https://bryanventures.com/insurance-ce-savings>

*Upbeat—NEVER boring! BEST learning experience I've ever had!*

Carolyn Tix, Senior Sales Account Specialist, BCBS of MN

*My 5th year taking CE with Bryan Ventures...LOVE IT!*

Jacqueline Schmidt, Sales Associate, Farm Bureau Financial Services

*I found the written information in the online courses to be funny and entertaining. With ethics courses you never know what you're going to get and so often they are BORING... not the case for this one!*

Amy C. Miller, LUTCF, Senior Branch Manager, Liberty Mutual Insurance

Classroom Online

Unlimited Course Access ONLY \$30!



# Insurance Continuing Education

# 2017

Over 25 years experience enhancing the education of insurance and investment professionals.

# Registration

## Wondering How The Online Courses Work?

Test drive our online courses with our SAMPLE DEMO:  
<https://bryanventures.com/online-course-instructions>

Classroom tuition includes snacks and refreshments!  
 To keep our tuition affordable, we no longer provide lunch.

## Easy Registration Options:

1. Web: [www.bryanventures.com](http://www.bryanventures.com)
2. Mail: Bryan Ventures, Inc.  
1352 Saint Clair Avenue  
Saint Paul, MN 55105-2335
3. Fax: 651-257-8795
4. Call: 877-BV-INS-CE
5. Email: [customerservice@bryanventures.com](mailto:customerservice@bryanventures.com)

### Classroom Tuition

- All 24 In Classroom . . . . . \$ 250.00
- 20 Hours: Five Classes . . . . . \$ 230.00
- 16 Hours: Four Classes . . . . . \$ 200.00
- 12 Hours: Three Classes . . . . . \$ 160.00
- 8 Hours: Two Classes . . . . . \$ 112.00
- 4 Hours: One Class . . . . . \$ 60.00

Classroom tuition rates are per agent. Credits cannot be divided between multiple agents to receive volume discount. Cancellations or registration changes received within 5 days of the seminar date are subject to a \$20.00 processing fee. If you choose to pay the day of class for any of our classroom courses, the tuition will be 20% higher than the quoted prices.

### 24 Credit Combo

- (16 Classroom & 8 Online) . . . . \$ 230.00
- (12 Classroom & 12 Online) . . . \$ 200.00

### Online Tuition

- 30 Days Unlimited Access . . . . . \$ 30.00
- All 24 CE Credits Online . . . . . \$ 45.00
- Individual Courses . . . . \$10.00 to \$ 30.00

### Prelicensing Course Tuition

- L & H; P & C; or Series 6 . . . . . \$129.00
- Series 63 . . . . . \$ 70.95
- Study Guide . . . . . \$ 30.00

### COURSE INFORMATION INSIDE

### 30 days UNLIMITED ACCESS—\$30

For just \$1 a day, complete any or all of our 20+ approved online CE courses totaling nearly 100 credit hours. Meet your CE requirement for this renewal and even the next with one of the lowest tuition offers in the industry! BEST DEAL ANYWHERE!

### Referrals Pay!

Share our course information with other agents. Register together and the whole group receives lower tuition. Visit our website for details.

## Participant Information

Name \_\_\_\_\_ License Renewal Date \_\_\_\_\_

Resident State \_\_\_\_\_ License # \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email Address \_\_\_\_\_

## Method of Payment

Check    Credit Card:     VISA     MasterCard     Discover     AmEx

Card No. \_\_\_\_\_

Signature \_\_\_\_\_

Name on Card \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

AVS Code \_\_\_\_\_ Exp. Date \_\_\_\_\_

### Classroom Course Selection 4 credits per half day

Location #1 \_\_\_\_\_ Date(s) \_\_\_\_\_

**DAY A**  Making Money    **DAY B**  Global Healthcare    **DAY C**  Ethics: Majority Rule?    **DAY D**  MA & LTCP  
 Impulsive Moves     ACA: State Exchanges     Ethical Evolution     Ethical Evolution

Location #2 \_\_\_\_\_ Date(s) \_\_\_\_\_

**DAY A**  Making Money    **DAY B**  Global Healthcare    **DAY C**  Ethics: Majority Rule?    **DAY D**  MA & LTCP  
 Impulsive Moves     ACA: State Exchanges     Ethical Evolution     Ethical Evolution

### Online Course Selection

- MA / LTC Partnership\* .....\$30  
8 hrs. Ins. CE MN
- Retirement Planning .....\$28  
7 hrs. Ins. CE MN & WI
- Credit Crisis .....\$24  
6 hrs. Ins. CE MN & WI
- SS & Medicare .....\$24  
6 hrs. Ins. CE MN & WI
- Tax-Favored Health Plans ..\$24  
6 hrs. Ins. CE MN & WI
- Annuities .....\$25  
5 hrs. Ins. CE MN & WI
- Money Matters .....\$25  
5 hrs. Ins. CE MN & WI
- College Funding .....\$25  
5 hrs. Ins. CE MN & WI
- A Question of Ethics\* .....\$20  
4 hrs. Ins. CE MN & WI
- Annuity Suitability & Disclosure\* .....\$20  
4 hrs. Ins. CE MN
- CFP® Code of Ethics\* .....\$30  
4 hrs. Ins. CE MN & WI; 2 hrs. CFP®
- Common Errors .....\$20  
4 hrs. Ins. CE MN & WI
- IRAs .....\$20  
4 hrs. Ins. CE MN & WI
- MA / LTC Partnership\* .....\$20  
4 hrs. Ins. CE MN
- Real Estate Investments .....\$20  
4 hrs. Ins. CE MN & WI
- Entertaining Ethics\* .....\$20  
4 hrs. Ins. CE MN & WI
- Capital Gains .....\$15  
3 hrs. Ins. CE MN & WI
- Equity Indexed Annuities...\$15  
3 hrs. Ins. CE MN & WI
- Ethical Insurance\* .....\$15  
3 hrs. Ins. CE MN & WI
- Limit Liability.....\$15  
3 hrs. Ins. CE MN & WI
- 1031 Exchange .....\$10  
2 hrs. Ins. CE MN & WI
- Financial Stability.....\$10  
2 hrs. Ins. CE MN & WI
- Funding LTC .....\$10  
2 hrs. Ins. CE MN & WI
- Asset Allocation.....\$10  
2 hrs. Ins. CE MN & WI
- Reverse Mortgages .....\$10  
2 hrs. Ins. CE MN & WI
- Value of Tax Advantages... \$10  
2 hrs. Ins. CE MN & WI

\* Indicates course either meets the ethics requirement in MN & WI or the MN LTC refresher or MN Annuity Suitability

### Bundle Purchase

- All 24 Credits Classroom \$250                      Total \_\_\_\_\_
- 24 Combo Credits (16 Class/8 Online) \$230    Total \_\_\_\_\_
- 24 Combo Credits (12 Class/12 Online) \$200    Total \_\_\_\_\_

### Classroom

# of Hours \_\_\_\_\_                      Enter tuition from chart in top section \_\_\_\_\_

### Online

- 30 Days UNLIMITED ACCESS for ONLY \$30  
*Credit validation for this option expires 30 days from purchase.*
  - All 24 CE Credits Online \$45                      Total \_\_\_\_\_  
*Online CE hours NEVER expire—use them for this renewal or even the next!*
- # of Credits \_\_\_\_\_                      Total \_\_\_\_\_

### Prelicensing Courses

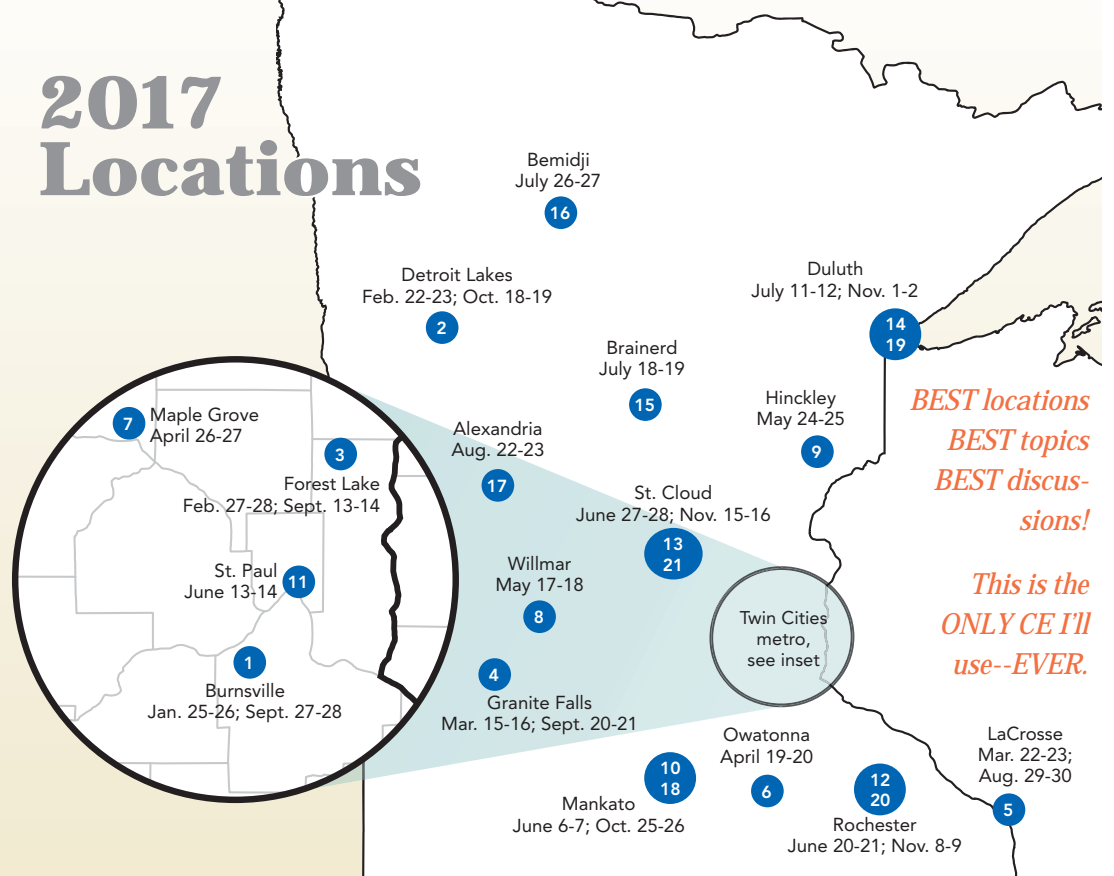
- L&H P&C Series 6 \$129.00    *Please circle your selection*
- Series 63                      \$ 70.95
- Study Guide                      \$ 30.00                      Total \_\_\_\_\_

# 2017 Locations

With several getaway locations, consider combining your CE with a vacation or golf outing!

## Bring the BEST live classroom CE to you!

If 10 or more agents in your office, agency network or community are interested, you can contract with Bryan Ventures to bring our instructors to you! You'll save over our standard tuition rates plus get the same great classes when it's convenient for your schedule.



## What other agents say:

*Fun! Seriously.*

— Fred Jensen, Financial Advisor, Edward Jones

*Bryan Ventures is the BEST INSURANCE CE! No other CE provider can match the content and engaging presentation.*

— James Walker, Old Northwest Company

*I give Bryan Ventures insurance classes FIVE STARS! They cannot be matched by any other CE provider —simply the BEST.*

— Merry Ofstad, US Bank

*Hands down the BEST INSURANCE CE classes around!*

Greg Kaslow, — First Service Insurance Agency

	CITY	LOCATION	DATE   CLASS DAY CODE
1	Burnsville, MN	Best Western Premier, 14201 Nicollet Ave. S.	Jan 25 <b>A</b> & Jan 26 <b>C</b> Sep 27 <b>B</b> & Sep 28 <b>D</b>
2	Detroit Lakes, MN	Holiday Inn on the Lake, 1155 Hwy. 10 East	Feb 22 <b>A</b> & Feb 23 <b>C</b> Oct 18 <b>B</b> & Oct 19 <b>D</b>
3	Forest Lake, MN	American Legion, 355 West Broadway Avenue	Feb 27 <b>B</b> & Feb 28 <b>D</b> Sep 13 <b>A</b> & Sep 14 <b>C</b>
4	Granite Falls, MN	Prairie's Edge Casino, 5616 Prairie's Edge Lane	Mar 15 <b>B</b> & Mar 16 <b>D</b> Sep 20 <b>A</b> & Sep 21 <b>C</b>
5	La Crosse, WI	Days Hotel & Conference Center, I90, Exit 2	Mar 22 <b>B</b> & Mar 23 <b>D</b> Aug 29 <b>A</b> & Aug 30 <b>C</b>
6	Owatonna, MN	Comfort Inn, I35, Exit 45	Apr 19 <b>B</b> & Apr 20 <b>D</b>
7	Maple Grove, MN	Sundance Golf Banquet, 15240-113th Avenue N.	Apr 26 <b>B</b> & Apr 27 <b>D</b>
8	Willmar, MN	Kandi Entertainment Center, 500 S.E. 19th Avenue	May 17 <b>B</b> & May 18 <b>D</b>
9	Hinckley, MN	Grand Hinckley Inn (across from the Casino), 111 Lady Luck Drive	May 24 <b>B</b> & May 25 <b>D</b>
10	Mankato, MN	City Center Hotel, 101 E. Main Street	Jun 6 <b>B</b> & Jun 7 <b>D</b>
11	St. Paul, MN	Country Inn & Suites, I94 & Century Avenue	Jun 13 <b>B</b> & Jun 14 <b>D</b>
12	Rochester, MN	Centerstone Plaza Hotel, 401-6th Street S.W.	Jun 20 <b>B</b> & Jun 21 <b>D</b>
13	St. Cloud, MN	Quality Inn, 4040 Second Street South	Jun 27 <b>B</b> & Jun 28 <b>D</b>
14	Duluth, MN	Clearwater Grille, 5135 North Shore Drive	Jul 11 <b>B</b> & Jul 12 <b>D</b>
15	Brainerd, MN	Cragun's Resort, 11000 Cragun's Drive	Jul 18 <b>B</b> & Jul 19 <b>D</b>
16	Bemidji, MN	Ruttger's Birchmont Lodge, 7598 Bemidji Rd. N.E.	Jul 26 <b>B</b> & Jul 27 <b>D</b>
17	Alexandria, MN	Alexandria Golf Club, 2300 N. Nokomis St. N.E.	Aug 22 <b>A</b> & Aug 23 <b>C</b>
18	Mankato, MN	City Center Hotel, 101 E. Main Street	Oct 25 <b>A</b> & Oct 26 <b>C</b>
19	Duluth, MN	Clearwater Grille, 5135 North Shore Drive	Nov 1 <b>A</b> & Nov 2 <b>C</b>
20	Rochester, MN	Centerstone Plaza Hotel, 401-6th Street S.W.	Nov 8 <b>A</b> & Nov 9 <b>C</b>
21	St. Cloud, MN	Quality Inn, 4040 Second Street South	Nov 15 <b>A</b> & Nov 16 <b>C</b>



# 2017

*Simply the BEST CE!*

— Scott Neudecker,  
Woodbury Financial

*The time in class passed quickly—very useful information. Definitely one of the BEST CE courses I've attended!*

James Koca, Agency Manager,  
Necedah Insurance Agency

## The BEST Service!

- Credits reported daily—many times within hours of course completion
- You'll get your certificate immediately after all of our classes
- Staff available most evenings & weekends via email to assist you
- Easy to follow online technical support available 24/7

# Live Classes

Each course is a 4 credit hour offering approved for both MN and WI insurance CE.

DAY	A	B	C	D
8:00 a.m. to 11:50 a.m.	Making Money	Global Perspective of Healthcare	Ethics: Should the Majority Rule?	MA Eligibility & LTC Partnership <b>REQUIRED</b>
12:45 p.m. to 4:35 p.m.	Impulsive Financial Moves	ACA: State Exchanges	Ethical Evolution	Ethical Evolution

Classes are approved for four hours Insurance Continuing Education (CE) in both Minnesota and Wisconsin regardless of the location you attend. Ethical Evolution and Ethics: Should the Majority Rule both meet the ethics requirement for MN & WI resident agents. There is no limit on the number of ethics hours an agent receives. You could attend both these ethics courses and still renew your license. MA Eligibility & LTC Partnership is ClearCert approved and satisfies the subsequent 4 hour refresher course for the "MA Eligibility & the LTC Partnership Program" in Minnesota.

### Making Money

U.S. monetary policy and budget concerns have a far reaching scope in our economy and even of the economies abroad. With the Federal Reserve at the helm, this course explores a whole range of federal policies and legislation including the history and current status of our tax system; historic financial crises and reform to protect Americans to determine, "Are we making too much money?"

### Impulsive Financial Moves

Too often our clients move hastily into something without all the information needed to make a wise decision—topping the list is credit choices. In this course we will explore various credit and purchase options, the credit scoring process, and protection against identity theft.

### Ethics: Should the Majority Rule?

In some ethical dilemmas, there may be times when the conduct of the "majority" isn't really the right course of action. Through a discussion of a variety of different scenarios related to government regulation, business practices and the insurance industry, we'll attempt to determine when doing what is right means stepping away from the crowd.

This course meets the ethics requirement in both MN & WI.

### Ethical Evolution

What we believe is right changes over time and can vary by cultural factors—this is also true of the workplace. By looking at some work environments made popular through television like Mad Men, Mary Tyler Moore, and even Archie Bunker, we'll determine what's changed and what might forever stay the same in the world of business ethics.

This course meets the ethics requirement in both MN & WI.

### Global Perspective of Healthcare

Healthcare varies across the globe as countries make different attempts to ensure their population is adequately provided care, but who has taken the best stance? By reviewing the famously quoted World Health Organization ranking with other relevant data and diving into a Frontline piece comparing reform of five developed nations, we hope to find what the U.S. can learn from the successes and failures of other nations in the world.

### Affordable Care Act: State Exchanges

This course takes an in-depth look at several key points of the Affordable Care Act including coverage mandates, payment systems, and new taxation. We will also explore two different state's response to the exchange mandate, Minnesota's state run option, MNSure; and Wisconsin's federal option, in an effort to determine which option is truly better for the consumer.

### MA Eligibility and LTC Partnership Program

**REQUIRED**

The market of LTC Insurance is constantly changing and the Medical Assistance (MA) Partnership initiative is at the forefront. This course offers current information on partnership legislation, but also enhances your education of the senior market.

ClearCert Approved. Satisfies the subsequent 4 hour refresher course for the "MA Eligibility & the LTC Partnership Program" in Minnesota.

**We offer CE classes that give agents:**

- information of value to your business or personal finances
- involvement in your learning experience
- entertaining and engaging presentations
- interesting topics with relevant examples

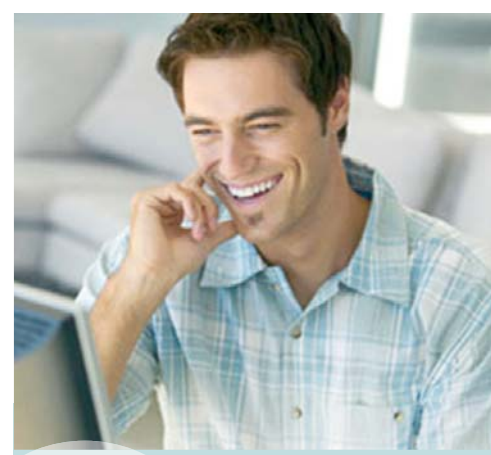
Great value for classroom CE!

Snacks & refreshments provided

Over 20 convenient locations and dates

24 classroom hours including ethics and the required MA Eligibility & LTC Partnership.

## Online Classes



**C** ANYTIME, ANYWHERE with  
**onvenient** NO LIMIT to access!  
**E** **Easy** Only T/F questions,  
with three test attempts,  
and the test questions never change!

### Offering ONLINE PRELICENSING classes!

<https://bryanventures.com/pre-licensing-courses-for-insurance-securities>

Online courses are listed on registration form (pg1).

Photos are for illustrative purposes only and all persons shown are models.