



2018-2019 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

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

2018-2019

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
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

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. Some special requests are subject to other fees and are available at: <https://bryanventures.com/insurance-course-tuition>

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 # _____

National Producer # _____ Phone _____

Address _____

City _____ State _____ Zip _____

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 Economic Trends **DAY B** Retirement Planning **DAY C** Annuity S&D **DAY D** MA & LTCP
 Successful Tax & Trust Wise Financial Choices The Biz of Ethics The Biz of Ethics

Location #2 _____ Date(s) _____

DAY A Economic Trends **DAY B** Retirement Planning **DAY C** Annuity S&D **DAY D** MA & LTCP
 Successful Tax & Trust Wise Financial Choices The Biz of Ethics The Biz of Ethics

Online Course Selection

- MA / LTC Partnership*****.....\$30
8 hrs. Ins. CE MN
- Retirement Planning**\$28
7 hrs. Ins. CE MN, IA & WI
- Credit Crisis**\$24
6 hrs. Ins. CE MN, IA & WI
- SS & Medicare**\$24
6 hrs. Ins. CE MN, IA & WI
- Tax-Favored Health Plans**...\$24
6 hrs. Ins. CE MN, IA & WI
- Annuities**.....\$25
5 hrs. Ins. CE MN, IA & WI
- Money Matters**.....\$25
5 hrs. Ins. CE MN, IA & WI
- College Funding**.....\$25
5 hrs. Ins. CE MN, IA & WI
- A Question of Ethics*****.....\$20
4 hrs. Ins. CE MN, IA & WI
- Annuity Suitability & Disclosure****.....\$20
4 hrs. Ins. CE MN
- Common Errors****.....\$20
4 hrs. Ins. CE MN, IA & 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, IA & 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, IA & 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, IA & WI
- Value of Tax Advantages**.. \$10
2 hrs. Ins. CE MN, IA & WI

*indicates course either meets the ethics requirement in MN, IA & WI or the MN LTC refresher requirement or the MN Annuity Suitability requirement. **indicates MN Mortuary Science General CE approval

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

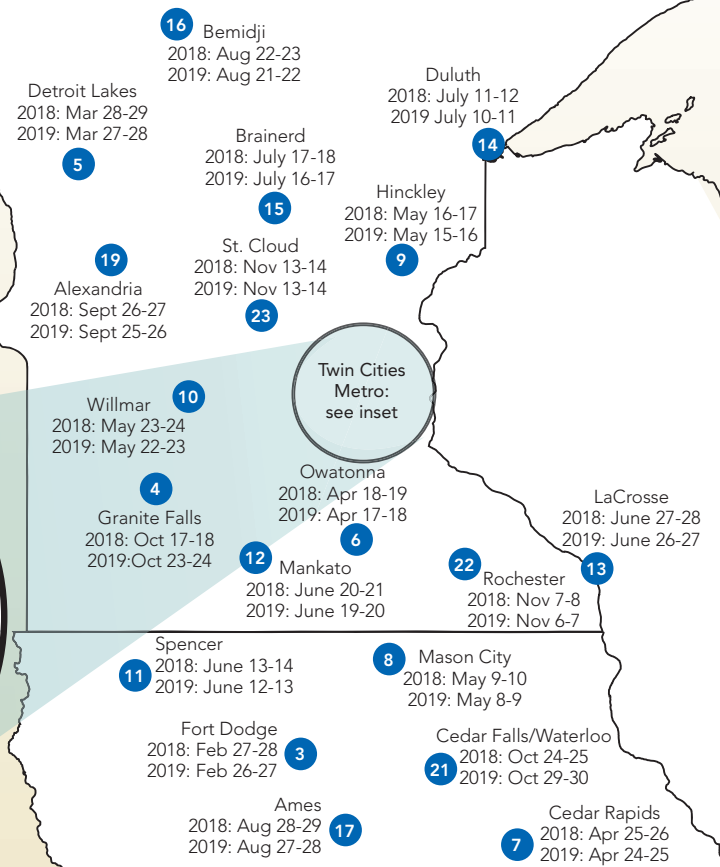
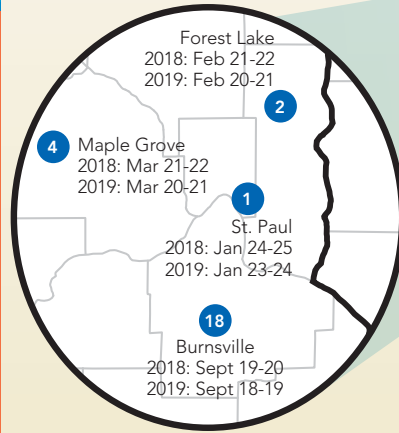
- L&H P&C Series 6 \$129.00 *Please circle your selection*
- Series 63 \$ 70.95
- Study Guide \$ 30.00 Total _____

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.

2018-2019 Locations & Dates



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

BEST locations BEST topics BEST discussions!

The ONLY CE I'll use--EVER.

— Dennis Solberg, Woodbury Financial

CITY	LOCATION	DATE	CLASS DAY CODE
1 St. Paul, MN	Country Inn & Suites, I94 & Century Ave.	2018: Jan 24 (A) Jan 25 (C) 2019: Jan 23 (B) Jan 24 (D)	
2 Forest Lake, MN	American Legion, 355 West Broadway Ave.	2018: Feb 21 (A) Feb 22 (C) 2019: Feb 20 (B) Feb 21 (D)	
3 Fort Dodge, IA	Best Western Starlite Village, 1518-3rd Av. N.W.	2018: Feb 27 (A) Feb 28 (C) 2019: Feb 26 (B) Feb 27 (D)	
4 Maple Grove, MN	Sundance Golf Banquet, 15240-113th Ave. N.	2018: Mar 21 (A) Mar 22 (C) 2019: Mar 20 (B) Mar 21 (D)	
5 Detroit Lakes, MN	Holiday Inn on the Lake, 1155 Hwy. 10 East	2018: Mar 28 (A) Mar 29 (C) 2019: Mar 27 (B) Mar 28 (D)	
6 Owatonna, MN	Comfort Inn, I35, Exit 45	2018: Apr 18 (B) Apr 19 (D) 2019: Apr 17 (A) Apr 18 (C)	
7 Cedar Rapids, IA	Americinn Lodge & Suites, 8910-6th St. S.W.	2018: Apr 25 (B) Apr 26 (D) 2019: Apr 24 (A) Apr 25 (C)	
8 Mason City, IA	Country Inn & Suites, 4082-4th Street S.W.	2018: May 9 (B) May 10 (D) 2019: May 8 (A) May 9 (C)	
9 Hinckley, MN	Grand Hinckley Inn (across from the Casino), 111 Lady Luck Drive	2018: May 16 (B) May 17 (D) 2019: May 15 (A) May 16 (C)	
10 Willmar, MN	Willmar Conference Center, 240-23rd St. S.E.	2018: May 23 (B) May 24 (D) 2019: May 22 (A) May 23 (C)	
11 Spencer, IA	Days Inn Hotel, 10-11th Street S.E.	2018: Jun 13 (B) Jun 14 (D) 2019: Jun 12 (A) Jun 13 (C)	
12 Mankato, MN	City Center Hotel, 101 E. Main Street	2018: Jun 20 (B) Jun 21 (D) 2019: Jun 19 (A) Jun 20 (C)	
13 La Crosse, WI	La Crosse Country Club, 300 Marcou Road	2018: Jun 27 (B) Jun 28 (D) 2019: Jun 26 (A) Jun 27 (C)	
14 Duluth, MN	Clearwater Grille, 5135 North Shore Drive	2018: July 11 (A) July 12 (C) 2019: July 10 (B) July 11 (D)	
15 Brainerd, MN	Super 8 Baxter, 14341 Edgewood Drive	2018: July 17 (A) July 18 (C) 2019: July 16 (B) July 17 (D)	
16 Bemidji, MN	Ruttger's Birchmont Lodge, 7598 Bemidji Rd.	2018: Aug 22 (A) Aug 23 (C) 2019: Aug 21 (B) Aug 22 (D)	
17 Ames, IA	Americinn, 2507 S.E. 16th Street	2018: Aug 28 (A) Aug 29 (C) 2019: Aug 27 (B) Aug 28 (D)	
18 Burnsville, MN	Best Western Premier, 14201 Nicollet Ave. S.	2018: Sep 19 (A) Sep 20 (C) 2019: Sep 18 (B) Sep 19 (D)	
19 Alexandria, MN	Alexandria Golf Club, 2300 N. Nokomis St.	2018: Sep 26 (A) Sep 27 (C) 2019: Sep 25 (B) Sep 26 (D)	
20 Granite Falls, MN	Prairie's Edge Casino, 5616 Prairie's Edge Lane	2018: Oct 17 (B) Oct 18 (D) 2019: Oct 23 (A) Oct 24 (C)	
21 Cedar Falls, IA	Clarion Inn University Plaza, 5826 University Av.	2018: Oct 24 (B) Oct 25 (D) 2019: Oct 29 (A) Oct 30 (C)	
22 Rochester, MN	Centerstone Plaza Hotel, 401-6th Street S.W.	2018: Nov 7 (B) Nov 8 (D) 2019: Nov 6 (A) Nov 7 (C)	
23 St. Cloud, MN	Quality Inn, 4040 Second Street South	2018: Nov 13 (B) Nov 14 (D) 2019: Nov 13 (A) Nov 14 (C)	



2018-2019

Live Classes

Each course is a 4 credit hour offering approved for Minnesota, Iowa, and Wisconsin insurance CE.

DAY	A	B	C	D
8:00 a.m. to 11:50 a.m.	Economic Trends	Retirement Planning Made Easy	Annuity Suitability & Disclosure	MA Eligibility & LTC Partnership REQUIRED
12:45 p.m. to 4:35 p.m.	Successful Tax & Trust Strategies	Wise Financial Choices	The Business of Ethics	The Business of Ethics

Classes are approved for four hours Insurance Continuing Education (CE) in Minnesota, Iowa, and Wisconsin regardless of the location you attend. The Business of Ethics meets the ethics requirement for MN, IA & WI resident agents. 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. Annuity Suitability & Disclosure satisfies the one-time requirement under MN House File 791 which became effective June 1, 2013.

Economic Trends

Economic trends like inflation, unemployment, interest rates, tax policy, and government intervention can have a major impact on our clients' insurance selections and financial plans. This course explores a few historic recessionary and prosperity periods as well as our current status in these economic trends to see what history can tell us about our client's economic future.

Successful Tax & Trust Strategies

As Benjamin Franklin so eloquently stated, "There are only two certainties in life, death and taxes." This course will help you aid your clients in both of these pivotal planning areas by providing an overview of the three personal Federal tax areas as well as the use of trusts and other strategies to both save tax dollars and pass wealth to heirs.

Annuity Suitability & Disclosure

Annuities can provide many financial benefits to clients, and this course provides an overview of annuity basics including a discussion of some creative uses of this financial product like Multigenerational IRAs, Fixed Indexed Annuities, Guaranteed Benefits, Split Annuities and even the use of annuities for long-term care.

This course satisfies the requirement under MN House File 791. Also approved for MN Mortuary Science General CE.

The Business of Ethics

As insurance professionals, we are in the business of helping our clients make some tough choices and explaining the inherent risks in a variety of different options. In this course, we'll help define a few ethical values like honesty, fairness, and goodwill to ensure our business truly is ethical.

This course meets the ethics requirement in MN, IA & WI. Also approved for MN Mortuary Science General CE.

Retirement Planning Made Easy

Preparing for retirement with a solid plan is the concern of many Americans. This course reviews several planning variables like life expectancy, dealing with inflation, savings plan options, income objectives, and managing living expenses to provide you with the information necessary to help create a plan your clients can count on.

Wise Financial Choices

Wisdom is a combination of experience, knowledge, and good judgment. After years of teaching insurance continuing education, we've come to find some common pitfalls a number of clients make in balancing their insurance, tax and financial plans. This course hopes to shed some light on those common misunderstandings so you can help your clients make wise financial choices.

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 so you are better able to inform your clients of various coverage options.

ClearCert Approved. Satisfies the subsequent 4 hour refresher course for the "MA Eligibility & the LTC Partnership Program" in Minnesota. Also approved for MN Mortuary Science General CE.



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

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

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



ANYTIME, ANYWHERE with NO LIMIT to access!

Convenient
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.