

# Referrals Pay

Share our insurance CE courses with other agents and SAVE!

Mail registrations together with payment by check and everyone receives a tuition savings. See the reduced rates below.

Classroom tuition includes snacks and refreshments!

To keep our tuition affordable, we no longer provide lunch.

## The Savings is EASY!

1. Reduced rates are for three or more agents.
2. Mail registrations together. Payment by check only.
3. Discount applies to any combination of live classes, locations, and dates.
4. Tuition rates are per agent. Credits cannot be divided between multiple agents for the volume discount.
5. Agents must have or create an account at <https://bryanventures.com/my-account>

### 6. Payee & Mailing Address:

Bryan Ventures, Inc.  
141 8th Avenue South  
South Saint Paul, MN 55075-2207

### Standard Live Tuition

All 24 LIVE CE . . . . . was ~~\$275.00~~  
 20 Hours: Five Classes. . . . . ~~\$250.00~~  
 16 Hours: Four Classes . . . . . ~~\$225.00~~  
 12 Hours: Three Classes . . . . . ~~\$175.00~~  
 8 Hours: Two Classes . . . . . ~~\$120.00~~  
 4 Hours: One Class . . . . . ~~\$65.00~~

Tuition rates are per agent. Credits cannot be divided between multiple agents to receive volume discount. Cancellations or registration changes should be submitted two weeks prior the the meeting date. These reduced tuition rates are for mail-in registrations which include three or more agents. More information about refunds are available at: <https://bryanventures.com/insurance-course-tuition>

### Referrals Pay - Group Rates

New All 24 LIVE CE . . . . . \$250.00  
 20 Hours - \$20 savings . . . . . \$230.00  
 16 Hours - \$15 savings . . . . . \$210.00  
 12 Hours - \$10 savings . . . . . \$165.00  
 8 Hours - \$8 savings . . . . . \$112.00  
 4 Hours - \$5 savings . . . . . \$60.00

### Reporting Fee (WI & IA only)

Per credit hour . . . . . \$1.25

### Tuition Calculation

- All 24 Live CE Credits \$250 x # \_\_\_\_\_ Total \_\_\_\_\_  
 20 Live CE Credits \$230 x # \_\_\_\_\_ Total \_\_\_\_\_  
 16 Live CE Credits \$210 x # \_\_\_\_\_ Total \_\_\_\_\_  
 12 Live CE Credits \$165 x # \_\_\_\_\_ Total \_\_\_\_\_  
 8 Live CE Credits \$112 x # \_\_\_\_\_ Total \_\_\_\_\_  
 4 Live CE Credits \$60 x # \_\_\_\_\_ Total \_\_\_\_\_

Check Amount Total \_\_\_\_\_

CALCULATE THE TUITION

## Participant #1

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

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

National Producer # \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

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

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

### Course Selection #1 4 Insurance CE credits per half day

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

Courses \_\_\_\_\_

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

Courses \_\_\_\_\_

## Participant #2

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

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

National Producer # \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

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

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

### Course Selection #2 4 Insurance CE credits per half day

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

Courses \_\_\_\_\_

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

Courses \_\_\_\_\_

## Participant #3

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

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

National Producer # \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

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

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

### Course Selection #3 4 Insurance CE credits per half day

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

Courses \_\_\_\_\_

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

Courses \_\_\_\_\_

Please use additional forms if you have more than three participants enrolling.

# 2023

## Locations & Dates

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

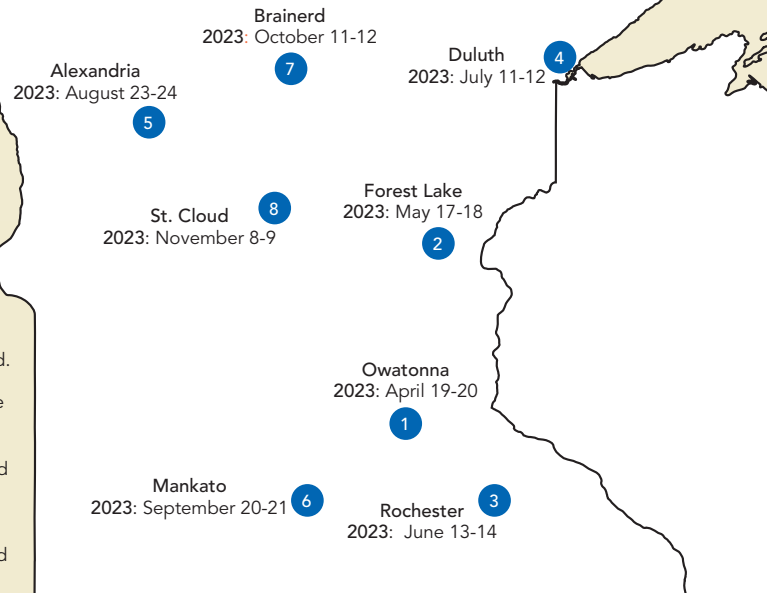
### Bring the BEST LIVE CE to you!

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.

#### Live Insurance CE Options:

**IN-PERSON LOCATIONS:** We will try to host the courses at the venue as intended. If class size is not sufficient or there are health risks to convening, courses may be converted to webinar.

**NO EXAM WEBINAR:** Courses instructed live in a web-based platform. No exams—same courses as our in-person classes. Access instructions provided when you register. A device with internet access and a camera for video capability required.



### 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

ACCESS   CITY	LOCATION   VENUE	DATE   CLASS DAY CODE
W Live Webinar	Internet Virtual Classroom - NO EXAM	Jan 10 (A) Jan 11 (C)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Jan 24 (B) Jan 30 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Feb 14 (A) Feb 15 (C)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Feb 21 (B) Feb 22 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Mar 22 (B) Mar 23 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Mar 28 (A) Mar 29 (C)
1 Owatonna, MN	Comfort Inn, I35 at Exit 45	Apr 19 (B) Apr 20 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Apr 25 (A) Apr 26 (C)
2 Forest Lake, MN	American Legion, 355 W Broadway Ave	May 17 (A) May 18 (C)
W Live Webinar	Internet Virtual Classroom - NO EXAM	May 23 (B) May 24 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	June 6 (A) June 7 (C)
3 Rochester, MN	Centerstone Plaza Hotel, 401-6th St SW	June 13 (B) June 14 (D)
4 Duluth, MN	Clearwater Grille, 5135 North Shore Dr	July 11 (A) July 12 (C)
W Live Webinar	Internet Virtual Classroom - NO EXAM	July 18 (B) July 19 (D)
5 Alexandria, MN	Broadway Event Center, 115-30th Ave E	Aug 23 (B) Aug 24 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Aug 29 (A) Aug 30 (C)
6 Mankato, MN	Terrace View Golf, 19304 State Hwy 22	Sept 20 (A) Sept 21 (C)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Sept 27 (B) Sept 28 (D)
7 Brainerd, MN	Super 8 Baxter, 14341 Edgewood Drive	Oct 11 (B) Oct 12 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Oct 25 (A) Oct 26 (C)
8 St. Cloud, MN	Quality Inn, 4040 Second Street South	Nov 8 (A) Nov 9 (C)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Nov 15 (B) Nov 16 (D)
W Live Webinar	Internet Virtual Classroom - NO EXAM	Dec 04 (A) Dec 05 (B) Dec 06 (C) Dec 07 (D)
W Live Webinar	REQUIRED Best Interest for Annuity Sales	Jan 26, Feb 27, Mar 15, May 31, Jun 15, Jun 22, & Jun 29



# 2023 Live Classes

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

DAY	A	B	C	D
8:00 a.m. to 11:50 a.m.	What In The World Should We Do About Healthcare	Exceeding Retirement Goals	Creating Prosperity	MA Eligibility & LTC Partnership
12:45 p.m. to 4:35 p.m.	Social Security & Other Developed Nations	How to Become a Millionaire	Ethics: What is Right?	Working with Ethics

Classes are approved for four hours Insurance Continuing Education (CE) in Iowa, Minnesota, and Wisconsin regardless of the location attended. The two courses with ETHICS in the title meet the ethics requirement for IA, MN & WI resident agents and both can be taken in the same renewal period. MA Eligibility & LTC Partnership satisfies the subsequent 4 hour refresher course for the "MA Eligibility & the LTC Partnership Program" in Iowa and Minnesota.

## Annuity Best Interest Standards **REQUIRED**

If you sell annuities in Minnesota, you need this required course before June 30, 2023. More information: <https://bryanventures.com/required-minnesota-annuity-course-three-approved-classes/>

## Creating Prosperity

Your clients' financial future looks brighter when the economy is prosperous. We will examine key financial and economic indicators and legislation of prosperous eras to determine how to create prosperity for your clients.

## Exceeding Retirement Goals

Most of us work hard all of our lives to finally enjoy retirement. We take a look at pivotal ways to ensure we can help our clients surpass their ideals by considering the science of good health in older ages, getting the most out of our savings, and finding low-cost areas to live.

## How to Become a Millionaire

People have been working hard to accumulate wealth throughout the ages, yet few ever find their way to financial freedom. In this course, we'll look at a few key books and methods to share the secrets of how you and your clients can become millionaires.

## Ethics: What is Right?\*

It should be simple, but it's not always easy to determine the "right" course of action. Sometimes our bias and preconceived notions point us in the wrong direction. As we further consider ethical concepts like fairness and equality, we will try to define, "What is right?"

## Working with Ethics\*

The double meaning is intended: We will "work" through several ethical questions to better determine how to uphold ethical standards in the workplace.

\*These courses meet the ethics requirement in IA, MN, & WI.

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—often 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

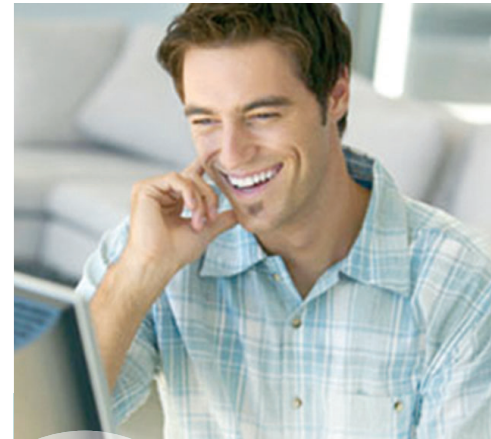
Great value for live insurance CE

Snacks & refreshments provided

Convenient with easy access

Get ALL your **REQUIRED** insurance CE including ethics, MA/LTC Partnership, and the NEW NAIC Annuity course

## Online Classes



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

Sample Questions throughout the material.

Many on the final exam.

Sign On TODAY  
And find out why other agents say, "This is the BEST CE!"

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

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