

Engage

2023 Calendar of Events



LeClair

Engage events offer opportunities for advisors to connect and receive in-person training from LeClair experts, carriers, and industry leaders. You can even receive Continuing Education credits for many of these events throughout 2023.

To see a full list of our Engage and training events, visit:
LeClairGroup.com/training

Jan.

Medicare Presentation Skills

You can get everything you need to know about presenting Medicare to your clients while honing your marketing and presentation skills by attending this exclusive workshop. This course offers a 'ready to present' selection of Medicare seminar materials and presentation skills, enabling you to deliver successful Medicare events to grow your pipeline.

Date and Location:

January 24, 2023 | Midland Hills Country Club, Roseville, MN

**FREE
EVENT**

Feb.

ACA Workshop

Learn the ins and outs of ACA exchange enrollments, subsidies and more to help build your business. This seminar will set you up with a better understanding of how to discuss ACA with eligible customers.

This training will include:

- Information on various ACA products
- How to start conversations with customers about ACA
- Various resources available about ACA

Date and Location:

February 15, 2023 | Midland Hills Country Club, Roseville, MN

**FREE
EVENT**

Long-Term Care Workshop

Long-Term Care is often misunderstood. It's critical to take the time to explore your clients' needs and explain the options to them. In this workshop, LeClair LTC experts will show how you can use this product to help your customers and grow your business.

Date and Location:

February 23, 2023 | Midland Hills Country Club, Roseville, MN

Mar.
Apr.

Ladies' Leadership Luncheon: Women in Bloom

Join LeClair for our 2nd Annual Ladies' Leadership Luncheon! With the goal of elevating the impact of women in the health insurance industry, we're lucky to have Dr. Erica Schwartz, former Deputy Surgeon General and current President of Insurance Solutions with UnitedHealthcare, who will speak on how to "Challenge, Cultivate, Bloom."

Date and Location:

March 15, 2023 | Como Park Zoo & Conservatory, Saint Paul, MN

Driven Roadshow

2 CE Credits

Our team hits the road, bringing the latest trends in Medicare, Group Health and Life Insurance, along with legislative updates directly to you. Get the latest information that can impact your business as we move through 2023.

FREE
EVENT

Dates and Locations:

- Woodbury | Mar. 20
- Eau Claire | Mar. 21
- LaCrosse | Mar. 22
- Rochester | Mar. 23
- Minnetonka | Mar. 27
- Mankato | Mar. 28
- Sioux Falls, SD | Mar. 29
- Granite Falls | Mar. 30
- St. Cloud | Apr. 11
- Fargo, ND | Apr. 12
- Bemidji | Apr. 13
- Duluth | Apr. 14

May

Life Insurance & DI

This workshop will provide a deep dive into writing life insurance and Disability Income policies and how it can expand your business. It's a great opportunity to learn about various products and the benefits of individual plans that protect your clients and their families.

FREE
EVENT

Date and Location:

May 17, 2023 | Midland Hills Country Club, Roseville, MN

Ethics Course

3 CE Credits

This is NOT your average college ethics course. Join LeClair CEO Richard Lett, as he draws on stories from his experiences with Scotland Yard and businesses in the United States. To highlight the impact and importance of ethics, Richard will use case studies to detail outcomes and reach mutual conclusions as a group.

Please note this is the same course as 2022, so CE credits may not be eligible.

Date and Location:

May 25, 2023 | Midland Hills, Roseville, MN

Jun.

Medicare Fresh

This introductory training is loaded with valuable information and sales strategies needed to jump-start a successful venture into the senior market. With members of LeClair's brokerage team available to assist and field questions, we'll cover:

- The different parts, coverages and services of Medicare, including compliance measures
- The impact of Social Security on Medicare
- Certification requirements to sell Medicare
- Strategies, tools and resources to boost Medicare sales
- How to market and lead Medicare Seminars

Dates and Locations:

June 6, 2023 | Minnetonka, MN

June 7, 2023 | Roseville, MN

Medicare Marketing & Compliance

In this course, we'll take a deeper dive into what you can and can't do from a compliance standpoint with Medicare. We'll discuss CMS regulations and how to conduct effective outreach while navigating the intricacies of the senior market.

Date and Location:

June 27, 2023 | Midland Hills Country Club, Roseville, MN

FREE
EVENT

Sep.

ANOCs, Medicare & Marketing

Sometimes plans change. When they do, your customers will receive an Annual Notice of Change from carriers. In this workshop, you'll learn how to discuss these documents with your customers and how you can use it in your Medicare discussions.

Date and Location:

September 6, 2023 | Midland Hills Country Club, Roseville, MN

Employee Benefits Workshop

1 CE Credit

The ability to identify the right clients and build a portfolio around their needs is critical. Talking to both existing clients and prospects about their different group options, including medical dental, vision, life and DI ensures your clients are taken care of while creating opportunities to grow and retain business.

Dates and Locations:

September 14, 2023 | Midland Hills Country Club, Roseville, MN

FREE
EVENT

FREE
EVENT



HOMEFIELD ADVANTAGE

**CONNECT AT THE MIDWEST'S PREMIERE
HEALTH & LIFE INSURANCE CONFERENCE**

**JULY 24 & 25, 2023
MYSTIC LAKE CENTER**

Continue to Engage in 2023

- Join our in-person Engage Events
- Join our online webinars for education and CE
- Host a LeClair on-site training at your agency
- Join us at Mystic Lake Center for Healthapalooza 2023

See more at LeClairGroup.com/Training

Our Vision

We aspire to be your partner of choice.

Our Mission

To ensure every community in every corner of the United States has an expertly trained, well-supported, professional life and health insurance advisor to educate, guide, and advocate for all their health insurance needs.

LeClair

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