

**JOIN US FOR THE LARGEST AGENT-FOCUSED  
HEALTH & LIFE INSURANCE CONFERENCE IN THE U.S.**



# Healthapalooza

## Amp up to II

**JULY 22 & 23, 2024**  
**MYSTIC LAKE CENTER**  
PRIOR LAKE, MN

## Continue to Engage in 2024

- In-person Engage Events
- Online webinars for education and CE
- Host a LeClair on-site training at your agency
- Join us at Mystic Lake Center for Healthapalooza 2024

See more at [LeClairGroup.com/Training](https://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

# Engage

2024 Calendar of Events



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# LeClair



Calendar of Events2024

Jan.

ICHRA Workshop

An Individual Coverage Health Reimbursement Arrangement, or ICHRA, may be the best kept secret in health insurance. An HRA is an employer-funded health benefit account that reimburses employees for health insurance premiums, as well as, out of pocket medical expenses. Learn more about ICHRAs and related products and how you can market them in this informative seminar.

Date & Location:

January 11, 2024 | Midland Hills Country Club, Roseville, MN

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 & Location:

January 23, 2024 | Midland Hills Country Club, Roseville, MN

CE Live

(up to 3 CE Credits)

Continuing Education is important to your professional advancement. Join us for this virtual event to get critical information to help build your business and help your communities. Watch for specific information on classes as we get closer to the event. Mark your calendars now for this fantastic training opportunity.

Date & Location:

January 31, 2024 | Virtual

Feb.

Succession Planning Workshop

What is your legacy? You've done what you can to build a successful business, but are you prepared with a succession plan? Do you know what will happen if you want to sell your business; or worse, if you're unable to continue running your business? A succession plan begins with company culture. In this seminar, we'll show you the steps you need to take to ensure your business and your legacy continues even after you're no longer involved in the day-to-day operations.

Date & Location:

February 1, 2024 | Midland Hills Country Club, Roseville, MN

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 & Location:

February 14, 2024 | Marriott Minneapolis Northeast, Minneapolis, MN

Communications Workshop

Building a business isn't easy. It takes more than just selling policies. From advertising to websites to social media and more, there are steps you can take to build your business. Join LeClair and Redibl to learn how to drive agency growth through marketing.

Date & Location:

February 20, 2024 | Midland Hills Country Club, Roseville, MN

Mar./Apr.

Ladies' Leadership Luncheon

Join LeClair for our 3rd Annual Ladies' Leadership Luncheon! Network, Connect and Learn with 200 women over lunch. If you're a women agent, this is an event that can't be missed!

Date & Location:

March 8, 2024 | McNamara Alumni Center, Minneapolis, 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 2024.

Dates & Locations:

Woodbury | Mar. 11

Eau Claire | Mar. 12

La Crosse | Mar. 13

Rochester | Mar. 14

Minnetonka | Mar. 18

Mankato | Mar. 19

Sioux Falls, SD | Mar. 20

Granite Falls | Mar. 21

Fargo, ND | Mar. 26

St. Cloud | Mar. 27

Bemidji | April 2

Duluth | April 3

First Dollar Workshop

First Dollar coverage is a supplemental insurance policy in which the insurer covers costs beginning with the first dollar claimed. Generally, First Dollar Insurance is used as a supplemental plan with existing plans. But it really should be the first thing you discuss with your clients to create a robust plan that minimizes their out-of-pocket expenses. Learn the First Dollar "advantage" in this informative, new educational offering in 2024.

Date & Location:

April 25, 2024 | Marriott Minneapolis Northeast, Minneapolis, MN

May

Life Insurance & DI Workshop

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.

Date & Location:

May 15, 2024 | Marriott Minneapolis Northeast, Minneapolis, MN

Ethics –Minnesota

(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.

Date & Location:

May 23, 2024 | Marriott Minneapolis Northeast, Minneapolis, MN

Jun.

Medicare Fresh East & West

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

Date & Location:

June 4, 2024 | Minnetonka, MN

June 5, 2024 | Woodbury, 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.

Date & Location:

June 19, 2024 | Midland Hills Country Club, Roseville, MN

Ethics –South Dakota

(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.

Date & Location:

June 27, 2024 | Sanford Center, Sioux Falls, SD

Jul.

Ethics –Wisconsin

(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.

Date & Location:

July 9, 2024 | Eau Claire, WI

Healthapalooza

(up to 3 CE Credits)

Healthapalooza is the place for everyone in the health and life insurance industry – from agents to carriers and more – to come together. This conference is the largest agent-focused conference in the US and offers everything from CE sessions to product workshops, with opportunities to reconnect with industry peers and form new, lasting connections.

Date & Location:

July 22-23, 2024 | Mystic Lake Center, Prior Lake, MN

Sep.

ANOC Workshop

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 them in your Medicare discussions.

Date & Location:

September 4, 2024 | Midland Hills Country Club, Roseville, MN

CE Live

(up to 3 CE Credits)

Continuing Education is important to your professional advancement. Join us for this virtual event to get critical information to help build your business and help your communities. Watch for specific information on classes as we get closer to the event. But mark your calendars now for this fantastic training opportunity.

Date & Location:

September 18, 2024 | Virtual

Successful producers stay up to date with trends and expand their industry knowledge. Our 'Engage' program offers webinars, carrier training, and events where advisors connect with experts and industry leaders for training. Many events offer Continuing Education credits.

To see a full list of our Engage and training events, visit:

LeClairGroup.com/Training