

Engage

2022 Calendar of Events



LeClair

Engage events offer opportunities for advisors to connect and receive in-person training from LeClair experts, carriers, and industry leaders. Continuing Education credits are offered with some events throughout 2022.

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

Jan.

Medicare Presentation Skills

Hone your marketing and public speaking 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 25, 2022 | Midland Hills, Roseville, MN

**FREE
EVENT**

Feb.

Delivering Long Term Care Success

Long-term care is often misunderstood, it's critical to take the time to explore your clients' needs and explain the different options available to them. This seminar will equip you with a better understanding of what it means to provide long-term care solutions in 2022.

This training will include:

- Pros and cons of Traditional vs. Linked LTC options
- How long-term care needs have changed in America
- What is long-term care insurance? What are the options?
- The questions to ask clients to identify the best coverage options

Date and Location:

February 24, 2022 | Midland Hills, Roseville, MN

**FREE
EVENT**

Mar.

Life Insurance & Disability Income Workshop

FREE
EVENT

Writing Life or Disability Income policies? To dive deeper into these products and expand your practice, attend this workshop to learn the benefits of individual plans that protect your clients and their families.

Date and Location:

March 30, 2022 | Midland Hills, Roseville, MN

Elevate the Power of Women

Join LeClair for the first Ladies Leadership Luncheon! Hear a passionate, entrepreneurial coach speak to elevating the impact of women in health insurance. Networking, leadership, and inspiration all focused on the largest industry in the USA. A powerful event for success – and prizes too. Ladies, you don't want to miss it!

Dates and Location:

March 16, 2022 | Midland Hills, Roseville, MN

Ignite Your Growth 2022

LeClair is looking for select partners to join us in co-creating the agency of the 21st Century at IGNITE '22. Hosted by our Redlbl marketing agency in San Diego, CA, this event will help you build a modern foundation for pipeline, retention and growth.

Get started with a deep dive into digital marketing trends and the technology entrepreneurs use to succeed. Then keep the momentum going with a strategic business plan created by you and customized by Redlbl. Are you ready to Ignite your growth?

Dates and Location:

March 14 - 18, 2022 | San Diego, California

Apr.

Driven Roadshow

2 CE Credits

FREE
EVENT

Our Brokers pack up and hit the road, bringing you the latest trends in Medicare, Group Health, and Life Insurance, along with the latest updates on legislature that can impact your business as we move through 2022. Find the location closest to you!

Dates and Locations:

- Woodbury | Apr. 4
- Rochester | Apr. 5
- Mankato | Apr. 6
- Granite Falls | Apr. 7
- Sioux Falls, SD | Apr. 19
- Fargo, ND | Apr. 20
- Minnetonka | Apr. 25
- St. Cloud | Apr. 26
- Detroit Lakes | Apr. 27
- Duluth | Apr. 28
- Chippewa Falls | May 3

May

Ethics Course

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 and Location:

May 26, 2022 | Midland Hills, Roseville, MN

Jun.

Medicare Fresh

This introductory training is loaded with valuable information and sales strategies necessary to jump-start a successful venture into the senior market. Whether you are new to Medicare or are simply looking for a refresher, all are welcome. Members of LeClair's brokerage team will be on-hand to provide any assistance and field any questions. We will cover:

- The different parts, coverage and services of Medicare
- The impact of Social Security on Medicare
- Getting certified to sell Medicare and the compliance measures
- Provide strategies, tools, and resources to increase Medicare sales goals
- Learn how to market and lead Medicare Seminars

Dates and Locations:

June 9, 2022 | Midland Hills, Roseville, MN

FREE
EVENT

Aug.

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 all of their different group options: medical, dental, vision, life, and DI ensures that your clients are taken care of while creating opportunities to grow and retain business.

Come meet our team, earn a Continuing Education credit, and learn about new products and solutions to add to your sales plan.

Dates and Locations:

August 9, 2022 | Midland Hills, Roseville, MN

FREE
EVENT

Healthpalooza

ACCELERATE '22

RECONNECT AT THE MIDWEST'S PREMIERE
HEALTH & LIFE INSURANCE CONFERENCE

JULY 25 & 26 | MYSTIC LAKE CENTER



Continue to Engage in 2022

- 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 for Healthapalooza 2022
- Apply to join our Ignite San Diego Marketing Seminar

See more at LeClairGroup.com/Training.

With **2022 marking 90 years of industry experience**, we know insurance and we do it well. We are proud of our Minnesota heritage and have worked with thousands of insurance advisors across the nation, including independent advisors and national advisor networks. Licensed in all 50 states, LeClair offers the complete brokerage experience, delivering a full-service support platform that enables advisors to position their businesses for success.



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