

ABOUT YOUR INSTRUCTOR – BARRON HENLEY



Barron K. Henley is an attorney, a founding partner of Affinity Consulting Group, a nationally recognized speaker, and an expert in law practice automation. Mr. Henley has been teaching CLE classes since 1993 throughout the U.S. and Canada covering a wide variety of topics related to law practice management and legal technology.

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WHAT RECENT ATTENDEES HAVE SAID ABOUT BARRON HENLEY'S SEMINARS:

Barron Henley is absolutely the best.

Barron Henley is worth the price of admission. Excellent!

Always entertaining.

Wow! So much helpful information with the ever-changing technology. And what a great presenter!

So much good information here – he is an engaging speaker.

Henley is a must see every year.

Love Barron Henley!

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700 NICOLLET MALL, SUITE 200, MINNEAPOLIS MN 55402

DATED MATERIAL – PLEASE EXPEDITE!

RECYCLABLE



View information on
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**BARRON HENLEY'S
ULTIMATE GUIDE TO AN**

**Efficient &
Profitable
Estate
Planning
Practice**

**Vital Information
for Estate Planning
Lawyers!**

**Attend In Person
Friday, April 24, 2026**



MINNESOTA CONTINUING LEGAL EDUCATION
Your Success Is Our Goal

BARRON HENLEY'S ULTIMATE GUIDE TO AN



Efficient & Profitable Estate Planning Practice

Don't work harder, work smarter!

Learn how to use the latest tech tools and strategies to save time, save money, and provide an excellent, modern client experience that clients expect.

Topics include:

- How to Fix Processes and Create Efficiency in an Estate Planning Practice
- Subscription Drafting Systems Versus Automating Your Own Documents
- Estate Planning Template Building with Artificial Intelligence
- Document Management: Creating, Modifying and Filing Documents
- 2026's Best Legal Tech Tips, Tricks and Websites for Estate Planners
- Building a Better Billing Practice So Your Fees Get Paid

Plus dozens of tips you can implement right away!

Friday, April 24, 2026 – Attend In Person
Minnesota CLE Conference Center, Minneapolis

Can't Attend In Person? View an online replay!
Thursday, May 7, 2026 or Friday, May 22, 2026

SCHEDULE

8:30 – 9:00 a.m.

CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.

WELCOME & ANNOUNCEMENTS

9:05 – 9:30 a.m.

An Overview of Common Practice Problems and Potential Solutions

9:30 – 10:35 a.m.

How to Fix Processes and Create Efficiency in an Estate Planning Practice – How Small Changes Can Make a Big Difference

10:35 – 10:45 a.m.

BREAK

10:45 – 11:15 a.m.

Subscription Drafting Systems Versus Automating Your Own Documents

11:15 – 11:45 a.m.

Getting More from What You Already Have – MS Word Tips That Make a Big Difference

11:45 a.m. – 12:15 p.m.

Creating a System for Who Should Do What – What Do You Do and What Does Your Staff Do?

12:15 – 1:15 p.m.

LUNCH BREAK (on your own)

1:15 – 1:45 p.m.

Document Management: Creating, Modifying and Filing Documents

1:45 – 2:30 p.m.

Creating an Automated Follow-Up System with Existing Clients

2:30 – 2:45 p.m.

BREAK

2:45 – 3:30 p.m.

2026's Best Legal Tech Tips, Tricks and Websites for Estate Planners

3:30 – 4:15 p.m.

Building a Better Billing Practice So Your Fees Get Paid

4:15 – 4:30 p.m.

5 Helpful Resources for Minnesota Estate Planners

COURSE INFORMATION

LIVE IN PERSON

Friday, April 24, 2026

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAYS

Thursday, May 7, 2026

Friday, May 22, 2026

View online at www.minncle.org
A moderator will be available to answer questions by email.

COURSE MATERIALS

In-person attendees will receive course materials in hard copy as well as electronic access via their Minnesota CLE website account. **Online replay attendees** will receive electronic access via their Minnesota CLE website account.

CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for **6.0 standard CLE credits**. The maximum number of total credits attendees may report for this seminar is 6.0.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those with a financial need. Please contact customerservice@minncle.org for further details or to obtain an application.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact Minnesota CLE as soon as possible at **800-759-8840** or customerservice@minncle.org.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a refund. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their Minnesota CLE website account.

QUESTIONS?

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TUITION:

\$295 MSBA member

\$295 paralegal

\$345 standard rate

SEASON PASSHOLDERS:

- **Super Passholders** may attend the in-person seminar or an online replay at no charge.
- **In-Person Passholders** may attend the in-person seminar at no charge or an online replay for 50% off.
- **Online Passholders** may attend the in-person seminar for 50% off or an online replay at no charge.

NEW LAWYER DISCOUNT!

New lawyers who have been admitted to the bar less than 5 years receive a 50% discount.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those individuals with a financial need. To obtain a scholarship application, please contact customerservice@minncle.org.

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