



Insurance Continuing Education

20% OFF CLASSROOM FORMER STUDENT DISCOUNT

Offers may not be combined.

Early bird discount extended to Aug. 16!

10% OFF

EARLY BIRD DISCOUNT

Register by 8/16/10 and receive 10% off classroom tuition! Offers may not be combined.

Save Time & Money!

INTERACTIVE *ONLINE* COURSES

3, 4, 6, 7, 8, and 15 credit courses available.

CHECK US OUT!

www.capeschool.com

Interesting topics at affordable prices!

12 Classroom Locations Statewide!

Online and Written Self-Study!



Cape School

877-389-3650

www.capeschool.com



Iowa Continuing Education 2010 Classroom Schedule

Register by July 12, 2010 to save \$\$\$ on Classroom Tuition!

All courses are STATE APPROVED! 9 credits available for each day!

FORMER STUDENTS GET 20% OFF CLASSROOM TUITION !

Ames

Quality Inn & Suites
2601 East 13th St., 50010
515-232-9260
Sept. 14, Tues. - B
Sept. 15, Wed. - D

Burlington

Comfort Suites
1780 Stonegate Center Dr., 52601
319-753-1300
Oct. 14, Thur. - A
Oct. 15, Fri. - C

Cedar Falls

Wingate by Wyndham
1614 Technology Pkwy, 50613
319-277-2400
July 15, Thur. - B
July 16, Fri. - D
Dec. 7, Tues. - A
Dec. 8, Wed. - C

Cedar Rapids

Collins Inn & Suites
(FKA Quality Inn)
2025 Werner Ave NE, 52402
319-378-8888
Aug. 19, Thur. - B
Aug. 20, Fri. - D
Oct. 19, Tues. - A
Oct. 20, Wed. - C

Davenport

La Quinta Inn
3330 East Kimberly, 52807
563-359-3921
Sept. 23, Thur. - B
Sept. 24, Fri. - D

Des Moines

Holiday Inn & Suites
4800 Merle Hay Rd., 50322
515-278-4755
July 20, Tues. - B
July 21, Wed. - C
Aug. 24, Tues. - A
Aug. 25, Wed. - C
Oct. 26, Tues. - B
Oct. 27, Wed. - D
Dec. 16, Thur. - A
Dec. 17, Fri. - B

Dubuque

Best Western Midway
3100 Dodge St., 52003
563-557-8000
Aug. 10, Tues. - A
Aug. 11, Wed. - C

Iowa City

Travel Lodge
2216 North Dodge St., 52245
319-351-1010
Nov. 11, Thur. - A
Nov. 12, Fri. - C

Mason City

Holiday Inn
2101 4th St. SW, 50401
641-423-1640
Nov. 16, Tues. - A
Nov. 17, Wed. - C

Ottumwa

Hotel Ottumwa
107 East 2nd St., 52501
Highway 34 & 63
641-682-8051
Nov. 18, Thur. - B
Nov. 19, Fri. - D

Sioux City

Holiday Inn - Downtown
701 Gordon Drive, 51101
712-277-9400
Sept. 7, Tues. - B
Sept. 8, Wed. - D

**3, 4, 6, 7, 8, & 15 credit interactive online courses
available at www.capeschool.com**

Prices on this schedule do not include the
\$1 per credit IA filing fee

Try one of our KNOCK OUT PACKAGES!

Take your pick...



Choose between
Package #1 or
Package #2!

KNOCK IT OUT
all in one swing!

PACKAGE #1 - \$220.⁵⁰
36 cr. classroom (exp. 8/16/10)

PACKAGE #2 - \$150
One-18 credit self-study
& 18 credits of classroom

Please see registration
form for
Self-Study courses!

A DAY

**Suitability Issues & the
Insurance Agent**
5 Gen. cr., 77863, 8:30am-1:30pm
**Insurance Ethics - Knowing
Right from Wrong**
(Satisfies ethics requirement)
4 Eth. cr., 77864, 2-6pm

B DAY

**How to Avoid Being the
Agent on Trial**
(Satisfies Ethics requirement)
5 Eth. cr., 79071,
8:30am-1:30pm
**The Basics of Errors and
Omissions Coverage**
4 Gen. cr., 77866, 2-6pm

C DAY

Long Term Care Review
(Satisfies CE LTCP requirement)
5 LTCP cr., 79070,
8:30am-1:30pm
**The Recent Evolution of
Employer Group Health Plans**
4 Gen. cr., 77868, 2-6pm

D DAY

**Auto Coverage and the
Insurance Industry**
5 Gen. cr., 76467,
8:30am-1:30pm
**Disasters and the Insurance
Industry After Katrina**
4 Gen. cr., 77869, 2-6pm

Are you interested in becoming an instructor? Call Cape 1-877-389-3650

Iowa Insurance Continuing Education Registration Form

Register by August 16, 2010 to save \$\$\$ on Classroom Tuition!

State Sponsor No. 10732

MAIL TO: Cape School, PO Box 169, Buckingham, VA 23921 **FAX TO:** 888-303-1828 (credit card only)

PRICES DO NOT INCLUDE THE \$1 PER CREDIT STATE FILING FEE.

STUDENT INFORMATION

NPN _____ (required to report credits)

Name _____

Address _____

City _____ State _____ Zip _____

Tel. (day) _____ Fax _____

Firm _____ Email _____

How did you hear about us? I'm a former student! broker referral
 yellow pages direct mail newspaper online other _____

KNOCK OUT PACKAGES

- PKG 1 - \$220.50 - 36 Credits of CE by Classroom** (exp. 8/16/10)
- PKG 2 - \$150 - 18 Credits of Self-Study / 18 credits of Classroom** (Please choose one 18 credit self-study below.)

CLASSROOM COURSES

Fill in location, class date, and tuition due below.

A DAY AM Loc _____ Date _____ 5 cr.

PM Loc _____ Date _____ 4 cr.

B DAY AM Loc _____ Date _____ 5 cr.

PM Loc _____ Date _____ 4 cr.

C DAY AM Loc _____ Date _____ 5 cr.

PM Loc _____ Date _____ 4 cr.

D DAY AM Loc _____ Date _____ 5 cr.

PM Loc _____ Date _____ 4 cr.

Cape reserves the right to cancel classes due to circumstances beyond our control.

SHIPPING

Please add a flat fee of \$6.00 for the first book (\$1 ea. additional book) if ordering written self-study materials. Shipping fees are non-refundable.

PAYMENT INFORMATION

Check (to Cape) Visa MC AmEx Discover

CC# _____ Exp _____

Cardholder name (print) _____

Signature _____

Classroom \$ _____ + Self-Study \$ _____ + IA Filing Fee (\$1/cr.) \$ _____

2010-1 + Shipping (see above) \$ _____ = **Tot. Amt. Enc. \$ _____**

CLASSROOM TUITION

	EARLY BIRD*	FORMER STUDENT**	
Credits	10% DISCOUNT	20% DISCOUNT	Regular
4	\$ 28.80	\$ 25.60	\$ 32
5	\$ 36.00	\$ 32.00	\$ 40
9	\$ 64.80	\$ 57.60	\$ 72
18	\$129.60	\$115.20	\$144
27	\$194.40	\$172.80	\$216
36	\$220.50	\$196.00	\$245

WOW! Register for 36 credits and pay the lowest per credit price!

*Register by 8/16/10 to receive discount.
 **Must have completed courses with Cape during a previous year in order to qualify for discounted pricing. Former student status will be verified upon receipt of registration. Offers may not be combined.

SELF-STUDY COURSES

Visit our website for a complete listing of Self-Study Courses.

Please check desired course(s) below.

BEST VALUE! Complete 18 credits of CE with one self study course!

- 18 cr. Gen. Ins. Digest I*** ■ Gen-76707, Eth-76795\$55
 - 18 cr. LH Collection : Focus on Medical Coverage* ❖** ...\$55
Gen-76708, Eth-76796, LTC-77495
 - 18 cr. PC Collection: Focus on Personal Coverage* ■** Gen-76709, Eth-76797\$55
 - 2 cr. Medicare Part D, 61002\$29
 - 3 cr. ■Flood Ins. Training for Ins. Agents, 75840 .. \$29
 - 4 cr. ***Ethics: A Practical Guide, 60536**\$29
 - 4 cr. ***Ethics for the Field of Insurance, 38427** .. \$29
 - 4 cr. Insurance as a Social Instrument, 38426 \$29
 - 4 cr. ❖LTC Refresher Training Course, 79072 ... \$29
 - 5 cr. Ins. Fraud - Problems & Preventions, 38422 ... \$39
 - 6 cr. Key Business Needs Ins., 61200 \$39
 - 7 cr. Identity Theft Insurance, 58679 \$39
 - 7 cr. Risk Management, 60457 \$39
 - 8 cr. The Basics of Indexed Products, 76470 \$39
Satisfies index life and annuity requirement.
 - 8 cr. Disability Income Insurance, 55626 \$39
 - 8 cr. Homeowner's Ins. Coverage, 28436 \$39
 - 8 cr. ❖LTC Initial Training Course, 79073 \$39
 - 9 cr. ❖Long Term Care, 38420 & 77494 \$49
 - 11 cr. Life/Health Skills and Practices, 38425 \$49
 - 13 cr. Market Conduct/Agent Blunders, 38424 ... \$49
 - 15 cr. Automobile Insurance Coverage, 76469 ... \$55
- ★ Satisfies ethics req. ■ Satisfies NFIP flood req. ❖ Satisfies CE LTCP req.

Need to complete your LTC training requirement?

Take our Interactive Online Course -

Introduction to Long Term Care, 79069, 8 credits (LTCP)

This course has been granted a waiver by the state of Iowa and may be used to fulfill the 8 hour classroom LTCP requirement. www.capeschool.com

CAPE SCHOOL POLICIES

Scheduling TBS: To take advantage of Cape's discounts you may schedule part now and the rest later. When paying for courses "to be scheduled later" please write TBS in the location and date lines on the registration form. Simply let us know when you find a class to fit your schedule!

Pre-Registration: To Pre-Register and guarantee a space in class, registration must be accompanied by payment in full. Mail (check or credit card) or fax (credit card only) the registration form with payment so that we receive it 1 business day prior to the first class session to take advantage of pre-paid package savings (see TUITION). You may also call our office to register. Cape will mail, fax or email you a confirmation, time permitting. Walk-in registrants, (space available) must pay tuition plus a \$20 surcharge by check or credit card (no cash accepted) at the start of class. Walk-ins should call to confirm availability.

Reschedule Policy: Fees apply per person per event. A \$20 reschedule fee will be waived if Cape receives notification at least 1 business day prior to the scheduled seminar. All "no-shows" will be charged a \$20 fee to reschedule. There are no refunds for "no-shows". Note: To reschedule from distance learning to classroom, all distance learning materials must be returned to Cape in unused and saleable condition with a request to reschedule.

Refund Policy: Refunds apply to tuition fees only and are per person per event. Shipping fees are not refundable. A refund request must be received in our office 1 business day prior to the start of class. All refunds are subject to non-refundable administrative fees: \$25 fee for CE classes and \$50 fee for Pre-license classes. These fees will remain on your account for one year, and may be applied to future seminars offered by Cape. Pre-license materials are non-refundable.

Certificate Policy: Normally certificates are given after each class to all attendees who have registered 5 business days in advance. If not received in class, certificates will be mailed or faxed. There is a \$10 charge for replacement certificates.

Cancellations: *Cape reserves the right to cancel classes due to circumstances beyond our control.*

Fees:

\$25 - Returned Check Fee \$10 - Replacement Certificates
\$18 - Same Day Fax Grading \$20 - Walk-in Fee
\$20 - Reschedule fee for all "no-shows"
\$25 - Non-Refundable fee for CE refunds
\$50 - Non-Refundable fee for Pre-license refunds
NO REFUNDS - "No-Shows"

Filing Fees: Fees apply only if Cape is charged by your state. The fees are subject to change and are beyond our control.

Private Seminars: Cape is happy to hold private seminars for your group of agents at very reasonable rates. These seminars can be brought to your location on dates and times convenient for you. Call for more details!

IOWA STATE REQUIREMENTS

IA requires that insurance agents holding an IA Insurance License earn 36 credits of CE every three years. For questions regarding license renewal or compliance status contact the IA Dept. of Insurance at 515-281-5705.

Course Subject Requirements

- **Ethics Training Requirement:** Agents must complete three credit hours of ethics each triennium.
- **LTC Training Requirement:** Effective immediately, a one-time training course of at least 8 CE credits in subjects related to long-term care insurance must be completed prior to selling any long-term care insurance. If a producer completes this training requirement on or before December 31, 2009, the credits may be completed through self-study. A producer who has completed a one-time LTC training of 4 credits during 2008 or 2009 will only be required to obtain an additional 4 credits on or before December 31, 2009 to comply with the new LTC rule. Producers who have not completed this 8 CE credit requirement on or before December 31, 2009 will be required to complete the entire one-time 8 credit training requirement in a classroom setting or an online course that has received an equivalency waiver from the state of Iowa before selling any long-term care insurance.
- **Ongoing LTC Training Requirement:** For producers wishing to continue to sell long-term care insurance, ongoing training of 4 CE credits in subjects related to long-term care insurance must be completed every three year CE term afterwards.
- **Indexed/Annuity Training Requirement:** All producers who wish to sell fixed index life or annuity products on or after January 1, 2008 must complete a one-time 4 credit hour training course.
- **Flood Training Requirement:** All Iowa licensed resident insurance producers who sell federal flood insurance policies are required to complete a one-time 3-hour requirement on flood insurance.

Classroom Courses

Agents may obtain up to 100% of their required renewal credits through Cape classroom courses. Cape offers a variety of informative and entertaining classroom courses in convenient locations. Classroom courses are conducted by an instructor as a seminar and are interactive and interesting sessions.

Self-Study Courses

Agents may obtain up to 18 of their required renewal credits through distance learning self-study courses. Exams (online and written self-study) must be taken under the supervision of a licensed producer or CE provider. Choose any one of Cape's self-study courses to satisfy your credit requirement. Find out why Self-study is becoming the fastest and most convenient method to complete your Continuing Education. Take advantage of Cape's 99% pass rate on all of our Self-Study Courses!

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