



NY Insurance Continuing Education July - December, 2010

NYPO-100224

Cape School, Inc. • 250 West 57th St., Suite 2232 • NY, NY 10107

10% OFF - Early Bird / New Students! Offer expires 8/23/10

20% OFF - Former Students! (Offer expires 8/23/10. 10% discount after 8/23/10.)

Complete all of your CE with one of our Knock Out Punches!



\$89 completes your entire requirement.

Compare our prices with the competition.

You won't believe the savings with Cape. See inside for details.

1-800-219-2930

www.capeschool.com

Fax: 888-303-1828

CAPE REGISTRATION INFORMATION

SCHEDULING: Register NOW to receive discounted pricing and decide on dates later!

When you pre-register you may schedule all of your courses for a definite date and location, or schedule part now and the rest later. **When paying for courses "to be scheduled later" please place TBS in the location and date lines on the registration form.**

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 5 business days prior to the first class session to take advantage of pre-paid package savings (see TUITION). 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.

TUITION - CLASSROOM SEMINARS. Determine the total number of credit hours you need, then pre-register in one single payment. See course schedules, tuition amounts, and registration form.

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 & CERTIFICATE POLICY. Refunds apply to tuition fees only and are per person per event. Shipping fees are non-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. There are no refunds for "no-shows". Certificates are given after each course. There is a \$10 charge for replacement certificates.

GUIDELINES & POLICIES

INSURANCE REQUIREMENTS. New York state requires that Insurance agents earn 15 credits every two years to renew a license. Beginning in 2009, New York State will require that agents earn 15 credit hours biennially for a single license and 30 credit hours biennially for a combined L/H and P/C.

ENROLLMENT. 15 credits: Select either 2 days of class, 1 day of class & 1 Self-study or 15 Self-Study credits.

ATTENDANCE. Class starts at 9:00am sharp! Walk-in registration at 8:30am. \$20 walk-in fee if not pre-registered. Please bring a picture i.d. Students must attend 100% of class in order to receive credit. Late arrivals will not be admitted to class.

STATE RENEWAL. Submit your license renewal form and fee on the NY Insurance Department Website: www.ins.state.ny.us

QUESTIONS? Call Cape for course information: 800-219-2930 or 212-226-8360. Visit Cape online at: www.capeschool.com or email your questions to: questions@capeschool.com.

NEW YORK STATE REQUIREMENTS

New York state requires that Insurance agents earn 15 credits every two years to renew a license.

Beginning in 2009 license renewal dates will change. If an agent was born in an even numbered year their license will expire on their birthday in an even numbered year. If the agent was born in an odd numbered year, their license will expire on their birthday in an odd numbered year. A newly issued or transitioned license will be between 24 and 48 months in duration. Courses must be completed within the line of license held. LH/PC-combined licensees must complete the full CE requirement in courses approved for LH and the full CE requirement for PC. Courses that are approved for both P/C and L/H ("bridge courses") may be simultaneously applied to the L/H requirement & the P/C requirement, if taken within the biennial licensing period.

RENEWAL OPTIONS. New York State allows ALL (15 credits) of the requirement to be completed through Self-Study (NYCS- credited courses).

BRIDGE COURSES are courses that have been approved by the New York Department of Insurance which are applicable to all classes of licenses. These courses may be used to renew the Life Classes (Life Consultant, Life Agent and Life Broker) as well as Property/Casualty classes (General Consultant, Property/Casualty Agent, Broker and Public Adjuster). All 15 credits may be completed in Bridge credits. Bridge courses may be simultaneously applied to the L/H requirement & the P/C requirement, if taken within the biennial licensing period.

SELF-STUDY COURSES are distance learning courses through which an agent may obtain ALL of the required renewal credits. Self-study courses are available in written or online format. Written courses are mailed to a student and consists of a text and a sealed envelope containing a 50 question multiple choice exam. All self-study exams must be taken in the presence of a State Approved Monitor. To find a monitor in your area, visit www.ins.state.ny.us.

Effective January 1, 2008, a licensee will no longer receive credit for any course previously completed for continuing education credit.



NY Continuing Education Classroom Schedule - 2010

All of our Classroom Courses are Bridge Courses that satisfy all license types!

Former students save 20% on Classroom (exp. 8/23/10)! 8 credits available each day!

New students save 10% on classroom through 8/23/10!

Provider No. 100224

BRIDGE ~ ALL LICENSE TYPES

BR, C1, C3, LB, LA, PA, PC

A DAY	B DAY	C DAY
<p>9:00am-5:30pm <i>How to Avoid Being the Agent on Trial</i> NYCR-217219 8 credits</p>	<p>9:00am-5:30pm <i>Suitability Issues and the Insurance Agent</i> NYCR-215619 8 credits</p>	<p>9:00am-5:30pm <i>Ethics: The Main Tool of Professionalism</i> NYCR-217246 8 credits Knock Out Punch Day</p>

BR - Brokers C1 - Life Consultants C3 - General Consultant LB - Life Broker PC - Property/Casualty PA - Public Adjuster LA - Life/Accident & Health

Effective January 1, 2008, a licensee will no longer receive credit for any course previously completed for continuing education credit.

<p>NYC AREA MANHATTAN (MIDTOWN) <i>Corner of Broadway 250 W 57th St, Ste 2032, 10107</i> July 20, Tues. - A July 21, Wed. - C• Aug. 7, Sat. - B Aug. 8, Sun. - C Aug. 25, Wed. - A Aug. 26, Thur. - B Sept. 1, Wed. - C• Sept. 2, Thur. - A Sept. 25, Sat. - B Sept. 26, Sun. - A Oct. 2, Sat. - C• Oct. 3, Sun. - B Oct. 19, Tues. - A Oct. 20, Wed. - C• Nov. 17, Wed. - A Nov. 18, Thur. - B Dec. 14, Tues. - C• Dec. 15, Wed. - A</p> <p>BAYSIDE <i>Adria Hotel & Conf. Ctr., 220-33 Northern Blvd., Bayside, 11361</i> Aug. 11, Wed. - B Aug. 12, Thur. - C• Oct. 6, Wed. - A Oct. 7, Thur. - B Nov. 9, Tues. - C• Nov. 10 Wed. - A</p>	<p>QUEENS - HOWARD BEACH <i>Old Mill Yacht Club 163-15 Crossbay Blvd. 11414</i> July 14, Wed. - C• July 15, Thur. - B Sept. 21, Tues. - A Sept. 22, Wed. - B</p> <p>STATEN ISLAND <i>Hilton Garden Inn, 1100 South Ave., 10314</i> Aug. 31, Tues. - C• Sept. 1, Wed. - B Oct. 12, Tues. - A Oct. 13, Wed. - C•</p> <p>LONG ISLAND PLAINVIEW, L.I. <i>Four Points by Sheraton 333 S. Service Rd., 11803</i> July 6, Tues. - B July 7, Wed. - C• Aug. 24, Tues. - A Aug. 25, Wed. - B Oct. 13, Wed. - C• Oct. 14, Thur. - A Dec. 15, Wed. - B Dec. 16, Thur. - C•</p>	<p>RONKONKOMA <i>Courtyard Marriott Long Island MacArthur Airport 5000 Express Drive South, 11779</i> Aug. 3, Tues. - C• Aug. 4, Wed. - A Sept. 14, Tues. - B Sept. 15, Wed. - C• Oct. 2, Sat. - A Oct. 3, Sun. - B Oct. 20, Wed. - A Oct. 21, Thur. - C• Nov. 10, Wed. - B Nov. 11, Thur. - A</p> <p>WESTCHESTER / MID-HUDSON VALLEY WESTCHESTER <i>New Location Westchester Marriott 670 White Plains Road, Tarrytown, 10591</i> July 7, Wed. - A July 8, Thur. - C• Sept. 22, Wed. - A Sept. 23, Thur. - C• Oct. 20, Wed. - B Oct. 21, Thur. - C• Dec. 7, Tues. - A Dec. 8, Wed. - B</p>	<p>NEWBURGH <i>Ramada Inn 1289 Route 300, Suite 2, 12550</i> Aug. 4, Wed. - B Aug. 5, Thur. - A Oct. 12, Tues. - C• Oct. 13, Wed. - B Nov. 16, Tues. - A Nov. 17, Wed. - C•</p> <p>POUGHKEEPSIE <i>Grand Hotel 40 Civic Center Plaza, 12601</i> Sept. 28, Tues. - C• Sept. 29, Wed. - A Oct. 26, Tues. - B Oct. 27, Wed. - C•</p> <p>UPSTATE ALBANY <i>Holiday Inn Express 1442 Western Ave., 12203</i> Aug. 24, Tues. - C• Aug. 25, Wed. - B Oct. 19, Tues. - A Oct. 20, Wed. - C•</p> <p>BINGHAMTON <i>Holiday Inn Arena 2-8 Hawley St., 13901</i> Sept. 14, Tues. - A Sept. 15, Wed. - C•</p>	<p>BUFFALO <i>Millennium Hotel 2040 Walden Ave., 14225</i> Sept. 1, Wed. - B Sept. 2, Thur. - C• Oct. 5, Tues. - C• Oct. 6, Wed. - A</p> <p>ROCHESTER <i>Rochester Airport Holiday Inn 911 Brooks Ave., 14624</i> July 13, Tues. - B July 14, Wed. - C• Sept. 21, Tues. - A Sept. 22, Wed. - B Oct. 12, Tues. - C• Oct. 13, Wed. - A Nov. 2, Tues. - B Nov. 3, Wed. - C•</p> <p>SYRACUSE <i>Holiday Inn 6555 Old Collamer Rd S East Syracuse, 13057</i> Aug. 18, Wed. - C• Aug. 19, Thur. - B Oct. 19, Tues. - A Oct. 20, Wed. - C• Dec. 8, Wed. - B Dec. 9, Thur. - A</p>	<p>UTICA <i>Radisson Hotel 200 Genesee St., 13502</i> July 7, Wed. - B July 8, Thur. - C• Aug. 31, Tues. - C• Sept. 1, Wed. - A</p>
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NO TIME FOR CLASS?
 Complete your CE with one self-study!

- ONE COURSE
- ONE TEST
- ONE LOW PRICE AND EARN 15 CREDITS!!!

OR

Try Our Interactive Online Courses

- 3 cr. - Flood Ins. Training for Insurance Agents
- 4 cr. - Ethics for the Field of Insurance
- 6 cr. - Everyday Law for Insurance Agents
- 6 cr. - Group Ins. Concepts
- 8 cr. - LTC: Addressing Senior Needs
- 13 cr. - Automobile Ins. Coverage

KNOCK OUT PUNCH #1 ~ \$145*
 Complete all your CE in one day! 8 Hours of class and Insurance Law - Regulating Honesty & Complexity 8 cr. self-study (sub. available, if necessary, due to no repeat.)
HOW IT WORKS: Choose one of the bulleted (*) classroom courses. On the registration form, check the "Knock Out Punch" box and fill in your classroom selection. After the registration process is completed go to www.capeschool.com to create or login to your account to view and/or print the "Ins. Law - Regulating Honesty & Complexity" self-study. (Written book available on request - add \$7 shipping). On the day of your class, arrive at 8am to take your exam. After the exam attend the class you selected ~ and you're done!
*Must register 1 wk. in advance of class date. May not be combined with other discounts.

Cayuga Community College and Sullivan County Community College offer a limited number of Cape CE classes. Call CCC or SCCC directly with any questions.

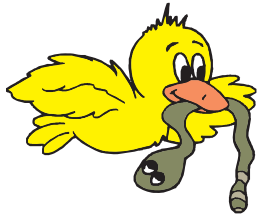
Interested in becoming an instructor? Call 800-219-2930.

1-800-219-2930

www.capeschool.com

Fax: 888-303-1828

Calling All Early Birds!



**REGISTER EARLY
& SAVE ON
CLASSROOM TUITION!!**

Classroom Credit Hours	Regular Tuition	10% DISCOUNT*	20% DISCOUNT*
		Early Bird (expires 8/23/10)	Former Students (expires 8/23/10)
16	\$209	\$188.10	\$167.20
8	\$109	\$ 98.10	\$ 87.20

* Discounts may not be combined. Former students receive 10% off after 8/23.

Try One of Cape's Knock Out Punches to Complete Your Entire CE Requirement!

KNOCK OUT PUNCH #1 ~ \$145*

Complete all your CE in one day!
8 Credits of Class and
8 Credits of Self-Study (1 course)

15 locations to choose from.
See inside for details.

*Must register 1 wk. in advance of class date.
May not be combined with other discounts.



KNOCK OUT PUNCH #2 ~ \$89

One 15-credit Self-Study Does It All!
(Does not include 3 hr. Flood requirement. Sold separately.)

• **ONE COURSE** • **ONE TEST** • **ONE LOW PRICE AND EARN 15 CREDITS!!!**

Available in written and online.
Call to schedule an exam at any of our classroom locations.
800-219-2930 • www.capeschool.com

Click: Insurance, NY, Self Study Courses

Get a NY Insurance License!

**Do you know someone interested in getting a NY Insurance License?
Cape now offers Pre-Licensing courses for both LAH & PC
in our conveniently located Midtown Manhattan classroom!**

LIFE, ACCIDENT & HEALTH

\$195 (Text - \$55)

Start Date:

July 17Weekend
Aug. 16Weekday
Sept. 13Evening
Oct. 4Weekday

PROPERTY & CASUALTY

\$595 (Text - \$55)

Start Date:

July 19Evening
Sept. 13Weekday

Contact Cape for more details!

**Interested in becoming an instructor? Call Cape.
800-219-2930 • www.capeschool.com**

Registration Form - NY Insurance CE 2010

Please read registration and refund policies prior to registration. Copy and reproduce this registration form at will.

CLASSROOM CE DISCOUNTS: 10% OFF FOR EARLY REGISTRATION (expires 8/23/10)

20% OFF FOR FORMER STUDENTS (expires 8/23/10. 10% discount after 8/23/10.)

CLASSROOM TUITION

Credit Hours	Regular Tuition	Early Bird 10% DISCOUNT*	Former Student 20% DISCOUNT*
16	\$209	\$188.10	\$167.20
8	\$109	\$ 98.10	\$ 87.20

* Offers expire August 23, 2010. Discounts may not be combined.

Former students receive a 10% discount after 8/23/10.

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

FORMER STUDENTS - 20% off Classroom Tuition*

Check here if you are a Cape Former Student (FS)

*Students must have been enrolled with Cape during a previous biennium in order to receive discounted pricing off classroom tuition. We will verify FS status upon receipt of registration. Only FS will be eligible for the FS Discount. Offer expires 8/23/10. Discounts may not be combined. FS receive 10% off classroom after 8/23/10.

Note: Effective 1/1/08, a licensee will no longer receive credit for any course previously completed for CE credit.

PERSONAL INFORMATION

Mail: Cape Processing Center, PO Box 169, Buckingham, VA 23921

Fax: 888-303-1828 (credit card only)

Last 4 digits of Soc. Sec. #: _____ (required for credit reporting)

License #: _____ Exp. _____

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone(day): _____

Fax #: _____

Firm: _____

Email: _____ email confirmation

CLASSROOM COURSES

Please fill in desired location, class date, and tuition due below.

KNOCK-OUT PUNCH* ~ \$145

	LOC.	DATE
A DAY Agent on Trial	_____	_____
B DAY Suitability Issues	_____	_____
*C DAY Ethics: The Main Tool	_____	_____

PAYMENT INFORMATION

Check (to Cape) Visa MCard AmEx Disc

CC#: _____ Exp _____

Cardholder name (print): _____

Signature: _____

Subtotal of Classroom Tuition \$ _____

Subtotal of Self-Study Tuition \$ _____

Shipping \$ _____

2010-2 Total Amt Enclosed \$ _____

SHIPPING

Please remember to add a flat fee of \$7.00 if ordering written self-study materials.

Shipping fees are non-refundable.

1-800-219-2930

www.capeschool.com

Fax: 888-303-1828

RESCHEDULE POLICY: Seminars may be rescheduled (space available) with no penalty if Cape is notified 1 day prior to the scheduled seminar. "No Shows" are allowed 1 opportunity to reschedule with a \$20 reschedule fee.

REFUND POLICY: Requests for refunds must be received in our office 1 business day prior to the scheduled seminar. Cape will refund the tuition payment minus the \$25 administrative fee. There are **no refunds for "no shows"**.

ATTENDANCE: Class starts at 9:00am Sharp! Walk-in registration starts at 8:30am. There is a \$20 walk-in fee if you are not pre-registered.

COMPLETE YOUR CE WITH ONE SELF-STUDY

• **ONE COURSE** • **ONE TEST** • **ONE LOW PRICE**
AND EARN **15 CREDITS!!!** www.capeschool.com

ADD \$7 SHIPPING FOR WRITTEN COURSES.

WRITTEN SELF-STUDY

Effective January 1, 2008, a licensee will no longer receive credit for any course previously completed for continuing education credit.

BRIDGE - SATISFY ALL LICENSE TYPES (LA, C1, C3, PC, PA, BR)

- 15 credits *General Insurance Digest I, 215719 \$89
- 15 credits Agents on Trial, 214435 \$89
- 15 credits *Life and Health Medley, 209462 \$89
- 15 credits *General Insurance Gallery, 209461 \$89
- 15 credits Preferred Practices for the Ins. Agent, 214411 \$89
- 11 credits Identity Theft Insurance, 211393 \$79
- 10 credits Disability Income Insurance, 211396 \$79
- 8 credits *Everyday Law for Ins Agents, 203886 \$69
- 8 credits Insurance Digest II, 204076 \$69
- 8 credits Insurance Law-Regulating Complexity & Honesty, 206764 \$69
- 8 credits Market Conduct/Agent Blunders, 203885 \$69
- 5 credits Ethics: A Practical Guide, 212738 \$45
- 4 credits *Ethics for the Field of Insurance, 202401 \$40
- 3 credits Money Laundering & the Insurance Agent, 214662 \$40

BEST VALUE!

PROPERTY CASUALTY - AGENTS & BROKERS (BR, C3, PC, PA)

- 15 credits *PC Album, 209394 \$89
- 15 credits *PC Collection: Focus on Personal Coverage, 215681 \$89
- 15 credits PC Medley, 209363 \$89
- 8 credits The Claims Adjuster, 212308 \$69
- 8 credits Homeowners Insurance Coverage, 208502 \$69
- 8 credits PC Primer & Practices, 207822 \$69
- 8 credits Risk Management, 207014 \$69
- 8 credits Terrorism Insurance, 212739 \$69
- 8 credits Title Insurance A to Z, 207758 \$69
- 7 credits Commercial Coverages, 214410 \$55
- 6 credits Ins. Fraud, Problems & Preventions, 203061 \$45
- 5 credits Business Income Insurance, 214409 \$45
- 5 credits *Insurance As A Social Instrument, 203406 \$45
- 5 credits Problems In Title, 208503 \$45
- 3 credits Flood Insurance Training for Agents, 214899 \$40

BEST VALUE!

Satisfies FEMA Flood requirement.

LIFE ACCIDENT & HEALTH (LA, C1, LB)

- 15 credits Life and Health Album, 209450 \$89
- 15 credits Life and Health Gallery, 216840 \$89
- 8 credits Fin. Planning Focus on the Estate, 208506 \$69
- 8 credits *Group Insurance Concepts, 208505 \$69
- 8 credits *LH Collection: Focus on Medical Coverage, 215883 \$69
- 8 credits Life Insurance Fundamentals, 208463 \$69
- 8 credits *Long Term Care, 204045 \$69
- 8 credits Retirement Planning, 208544 \$69
- 7 credits *Long Term Care - Addressing Senior Needs, 214408 \$55
- 5 credits Financial Planning Products, 208462 \$45

BEST VALUE!

Please note: Self-study exams may only be taken in the morning if taken the same day you are attending a class. Lunch exams are still available for non-attendeess. Call Cape to schedule your self-study exam.

* Available online at www.capeschool.com!