



Cape School
Wisconsin Insurance Continuing Education

PO BOX 169, BUCKINGHAM, VA 23921

Wisconsin Insurance CE July-December 2010

Save Over The Competition with Cape! We Dare You To Compare Prices!!
Former Students Receive 20% Off Classroom Tuition!

NEW! **BEST VALUE**
24 credit
Self-Study Course.
Only \$85. Wow!

- * **ONE COURSE**
- * **ONE TEST**
- * **ONE LOW PRICE**

Tel. 800-585-5509

www.capeschool.com

Fax 888-303-1828

Cape School

Professional Education Since 1974

State Sponsor #20722



INTERACTIVE **ONLINE** COURSES
Special Offer ~ 40% off the regular price!
That's only \$6 per credit hour!

- Flood Insurance Training - 3 credits
- Ethics: A Practical Guide - 4 Ethics credits
- Ethics for the Field of Insurance - 4 Ethics credits
- Insurance As a Social Instrument- 4 credits
- Everyday Law for Insurance Agents - 6 credits
- Group Insurance Concepts - 6 credits
- Insurance Fraud: Problems & Prevention - 6 credits
- Long Term Care: Addressing Senior Needs - 6 credits
- Automobile Insurance Coverage - 8 credits
- Disability Income Insurance - 8 credits
- Underwriting: Write it Right! - 8 credits
- Identity Theft Insurance - 9 credits

* Limited Time Offer

Interested in becoming an instructor? Call Cape!
800-585-5509 www.capeschool.com



Wisconsin Insurance CE Classroom Schedule July-December 2010

Insurance License Renewal - All License Types

3 Days=24 Credits, 1 Day=8 credits, 1/2 Day=4 credits. Any Order, Mix & Match Locations & Dates!

FORMER STUDENTS SAVE 20% ON CLASSROOM! ALL COURSES ARE STATE APPROVED! 8 CREDITS EACH DAY!

See tuition at right for discounts!

Appleton

LaQuinta Inn & Suites
3730 W. College Ave.,
54914

Oct. 12, Tues. - B
Oct. 13, Wed. - D

Eau Claire

The Plaza Hotel & Suites
1202 W. Clairemont Ave.,
54701

July 14, Wed. - C
July 15, Thur. - B
July 16, Fri. - D

Fond Du Lac

Ramada Plaza Hotel
One North Main Street,
54935

Dec. 9, Thur. - A
Dec. 10, Fri. - C

Green Bay

Hilton Garden Inn
1015 Lombardi Ave., 54304

July 22, Thur. - B
July 23, Fri. - D
Nov. 11, Thur. - A
Nov. 12, Fri. - C

La Crosse/ Onalaska

Hampton Inn
308 Hampton Court, 54650

Sept. 14, Tues. - A
Sept. 15, Wed. - C



CLASSROOM DISCOUNTS
Former Students - 20% Off

Madison

Sheraton Madison Hotel
706 John Nolen Drive,
53713

July 6, Tues. - B
July 7, Wed. - D
Oct. 21, Thur. - A
Oct. 22, Fri. - C

Milwaukee

Sheraton Milwaukee
Brookfield
375 S. Moorland Road,
53005

July 27, Tues. - B
July 28, Wed. - D
Aug. 26, Thur. - A
Aug. 27, Fri. - C
Sept. 23, Thur. - B
Sept. 24, Fri. - D
Oct. 26, Tues. - A
Oct. 27, Wed. - C
Dec. 16, Thur. - A
Dec. 17, Fri. - B

Oshkosh

City Center Hotel
One North Main Street,
54901

Aug. 17, Tues. - B
Aug. 18, Wed. - D

Wausau

Courtyard by Marriott
1000 South 22nd Ave.,
54401

Dec. 14, Tues. - A
Dec. 15, Wed. - C

**NO TIME FOR
CLASS?**

**Try our
self-studies.**

**Complete your
entire CE
requirement with
one 24-credit
Self-Study
Course.**

Only \$85. Wow!

- * **ONE COURSE**
- * **ONE TEST**
- * **ONE LOW PRICE**

Check out our
Interactive
Online
Courses

www.capeschool.com

ATTN: WI INSURANCE AGENTS

"Each licensee (in any of the major lines of property, casualty, life or accident and health insurance and the limited lines of auto) shall be required to complete 24 credit hours of approved continuing education every two years. Three of the required hours must be devoted to the ethics of insurance. Licensees may fulfill these requirements by earning the required hours from courses taught in any or all of the major lines of business and limited line of automobile."

www.sircon.com
877-876-4430

A DAY	B DAY	C DAY	D DAY
Suitability Issues and the Insurance Agent 4 cr., 8:30am-12:30pm Insurance Ethics - Knowing Right From Wrong 4 cr., 1pm-5pm <i>Satisfies WI ethics requirement.</i>	How to Avoid Being the Agent on Trial 4 cr., 8:30am-12:30pm <i>Satisfies WI ethics requirement.</i> The Basics of Errors and Omissions Coverage 4 cr., 1pm-5pm	Long Term Care Review 4 cr., 8:30am-12:30pm <i>Satisfies WI LTCP requirement.</i> The Recent Evolution of Employer Group Health Plans 4 cr., 1pm-5pm	Auto Coverage for the Insurance Industry 4 cr., 8:30am-12:30pm Disasters and the Insurance Industry After Katrina 4 cr., 1pm-5pm

Walk-in registration (space available) begins at 8:00am.
Students must pay tuition plus a \$20 surcharge by check or credit card (no cash accepted) at the start of class.

800-585-5509

www.capeschool.com

Fax: 888-303-1828

Registration Form - WI Continuing Education - July-Dec. 2010

Please read registration and refund policies on reverse prior to registration.

3 WAYS TO REGISTER

MAIL: Cape Processing Center, PO Box 169, Buckingham, VA 23921 • FAX: 888-303-1828 (cr. cards only) • ONLINE: www.capeschool.com

Questions? Call Cape 800-585-5509 or email us: questions@capeschool.com

Classroom Tuition

Credits	Reg.	Former Student 20% Off
4	\$ 65	\$ 52.00
8	\$109	\$ 87.20
12	\$174	\$139.20
16	\$199	\$159.20
20	\$209	\$167.20
24	\$209	\$167.20

PLEASE NOTE: Students must have completed credits with Cape during a previous biennium in order to receive discounted pricing. Former student status will be verified upon receipt of registration.

Self-Study Courses

Self-Study courses require successful completion of a monitored exam and are available in written or online format. Please add shipping for written self-study orders (see Shipping box on registration form).

Please ✓ desired courses.

GENERAL (All License Types)

Best Value!

- 24 cr. \$85 *■General Ins. Digest I
- 16 cr. \$68 *LH Collection: Focus on Medical Coverage
- 16 cr. \$68 *■PC Collection: Focus on Personal Coverage
- 2 cr. \$29 Medicare Part D
- 3 cr. \$35 General Insurance Principles
- 3 cr. \$35 ■Flood Insurance Training for Ins. Agents
- 4 cr. \$35 *Ethics for the Field of Insurance
- 4 cr. \$35 *Ethics: A Practical Guide
- 4 cr. \$35 Insurance as a Social Instrument
- 4 cr. \$35 ●Long Term Care Refresher Training Course
- 6 cr. \$42 Everyday Law for Insurance Agents
- 6 cr. \$42 Group Insurance Concepts
- 6 cr. \$42 Ins. Fraud: Problems and Preventions
- 6 cr. \$42 Long Term Care: Addressing Senior Needs
- 6 cr. \$42 Understanding Liability Coverage
- 8 cr. \$49 Automobile Insurance Coverage
- 8 cr. \$49 Commercial Coverages
- 8 cr. \$49 Disability Income Insurance
- 8 cr. \$49 Errors and Omissions Insurance
- 8 cr. \$49 Homeowners Insurance Coverage
- 8 cr. \$49 Life Insurance Fundamentals
- 8 cr. \$49 Long Term Care
- 8 cr. \$49 ●Long Term Care Initial Training Course
- 8 cr. \$49 Underwriting: Write it Right
- 9 cr. \$51 Identity Theft Insurance
- 10 cr. \$53 Property/Casualty Primer and Practice
- 11 cr. \$56 Life and Health Skills & Practices
- 12 cr. \$63 Market Conduct and Agent Blunders

* Satisfies WI ethics req. ■ Satisfies NFIP flood req. ● Satisfies WI LTCP req.

SELF-STUDY COURSES Agents may obtain up to 100% of their required credit through distance learning self-study courses. The courses are available in written, online or interactive online formats and contain a multiple choice exam of up to 50 questions. The exam must be taken in the presence of an impartial, disinterested third party or currently licensed agent with no family or financial relationship to the student. The proctor must verify the agent's identity and complete an affidavit testifying that the agent received no outside assistance.

CAPE'S GUARANTEE: If for any reason you are unable to complete your self-study course, you may return it in an unused condition and apply monies paid toward any Cape classroom course offered in WI.

STUDENT INFORMATION

Soc.Sec.# _____ (your student #)

License#(s) _____ Exp _____

Name _____

Address _____

City _____ State _____ Zip _____

Phone(day) _____

Fax # _____

Firm _____

Manager _____

E-Mail _____ E-Mail Conf.

How did you hear about Cape? Former Student Internet

ST Dept Friend Mail Fax Other _____

CLASSROOM INFORMATION

Please fill in course location and date below.

A DAY AM Loc _____ Date _____

PM Loc _____ Date _____

B DAY AM Loc _____ Date _____

PM Loc _____ Date _____

C DAY AM Loc _____ Date _____

PM Loc _____ Date _____

D DAY AM Loc _____ Date _____

PM Loc _____ Date _____

PAYMENT INFORMATION

Check (to Cape) Disc Visa MC AmEx

CC#: _____ Exp _____

Cardholder name (print): _____

Signature: _____

SHIPPING

Please add a flat fee of \$7.00 for the first book (\$1 ea. additional book) if ordering written self-study materials. Shipping fees are non-refundable.

Subtotal of Classroom Tuition \$ _____

Subtotal of Self-Study Tuition \$ _____

Shipping (See box at left) \$ _____

Total Amt. Enclosed \$ _____

2010-1

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CAPE 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). 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 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.

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	\$25 - Non-Refundable fee for CE refunds
\$18 - Same Day Grading	\$20 - Walk-in Fee	\$50 - Non-Refundable fee for Pre-license refunds
NO REFUNDS - "No-Shows"		\$20 - Reschedule fee for all "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!

WISCONSIN REQUIREMENTS

 All insurance agents who hold a license in any of the major lines of insurance (Property, casualty, personal lines P&C, life, and accident and health) as well as those licensed in the limited line of automobile are required to complete continuing education. Agents must earn 24 credit hours every 2 years. All agents must complete 3 hours in the ethics of insurance during their compliance period. All licensed resident insurance producers who sell federal flood insurance policies are required to complete a one-time 3-credit course in flood. Producers who sell, solicit or negotiate Long Term Care insurance must be licensed for Accident and Health or Sickness or Life, and must complete a one-time 8-hour training course. In addition to the one-time training course, producers who sell LTC insurance must complete no less than 4 hours of ongoing LTC training every 24 months.

 An agent's license will expire the last day of the agent's birth month. If an agent's license was issued in an odd year the license will expire in an odd year, if an agent's license was issued in an even year the license will expire in an even year. For example, a licensee born January 3 with a license issuance year of 1989 would expire on January 31, 2009 and a licensee born May 5 with a license issuance year of 1978 would expire May 31, 2008.

 Non-Resident Agents are not required to complete continuing education courses in Wisconsin. All states currently have continuing education requirements in place. Wisconsin receives license compliance data electronically; therefore, nonresidents are not required to supply OCI with evidence of completing continuing education in their home state.

 If you have questions about License Renewal or need to know the number of credits you already have on file with the state of Wisconsin, please contact Sircon at: 877.876.4430 (Monday-Friday, 8am-6pm EST). Student may view their current CE transcript by logging onto www.sircon.com/wisconsin. If you have questions about Course Information, Scheduling, or any other Cape related question, please call Cape: 1-800-585-5509 or visit us on our secure website: www.capeschool.com

Thank You for giving Cape the opportunity to serve Your Continuing Education Needs!

www.capeschool.com