



Cape School

**Connecticut Insurance Continuing Education**

PO Box 169 • Buckingham, VA 23921

Sponsor #10732

## 2012 SCHEDULE

**24 Credit Self-Study Special - Only \$39 - Our Lowest Price Ever!**

**Compare our prices with the competition. You won't believe the savings with Cape School!**

**20% OFF EVERYTHING FOR FORMER STUDENT !**

**10% OFF CLASSROOM TUITION FOR EARLY BIRDS!** (Exp. 3-12-12.)

MORE CHOICES WITH CAPE . . . CLASSROOM • ONLINE, WRITTEN & INTERACTIVE ONLINE SELF-STUDY COURSES.

**Tel. 1-800-320-4955**

**www.capeschool.com**

**FAX 888-303-1828**

Cape School is looking for qualified instructors! Are you an expert in your field? Interested?  
Go to: [www.capeschool.com](http://www.capeschool.com)

24 CREDIT SELF-STUDY SPECIAL

***Our Lowest Price Ever!***

**\$39**

**Former  
Students  
20% Off!**

## **A Few Reasons Why Cape School is the Best**

- **More choices** with Cape School: classroom, online, and written courses.
- **Our prices, products and service** will not be beat.
- **20% off** everything for Former Students.
- **24 credit courses** available! 1 course, 1 exam, 1 certificate for only \$39.

**800-320-4955**

**www.capeschool.com**

**FAX 888-303-1828**



# CT Ins. Jan.-July CE 2012 Classroom Schedule

**Earn 8 Credits Each Day! All courses are CT approved.**

Dates below are classified according to the type of course being offered.

Please refer to the "Credits Required" below to determine what you need.

Classroom Attendance: Class starts at 8:30am. Walk-in registration starts at 8am. \$20 walk-in fee if not pre-registered.

LRE 1	LH	LRE 2	PC
<p><i>How to Avoid Being the Agent on Trial</i> 8:30am-12:30pm, 4 cr. (LRE), 103535</p> <p><i>Ideal Practices for the Successful Agent</i> 1:30-5:30pm, 4 cr. (LRE), 100262</p>	<p><i>Long Term Care Review</i> 8:30am-12:30pm, 4 cr. (LH), 104983</p> <p><i>Annuity Basics</i> 1:30-5:30pm, 4 cr. (LH), 106016</p>	<p><i>Ethics - How to Deal with the New Technological World</i> 8:30am-12:30pm, 4 cr. (LRE), 103520</p> <p><i>Ethics - The Main Tool of Professionalism</i> 1:30-5:30pm, 4 cr. (LRE), 103524</p>	<p><i>Understanding Commercial Coverages</i> 8:30am-12:30pm, 4 cr. (PC), 103522</p> <p><i>Disasters and the Insurance Industry After Katrina</i> 1:30-5:30pm, 4 cr. (1LRE, 3PC), 102700</p>

**DANBURY**  
*Holiday Inn*  
 80 Newtown Rd, 06810  
 May 8, Tue. - LRE1  
 May 9, Wed. - LH

**FARMINGTON**  
*The Farmington Inn*  
 827 Farmington Ave., 06032  
 Mar. 24, Sat. - PC  
 Mar. 25, Sun. - LRE2  
 May 16, Wed. - LH  
 May 17, Thu. - LRE1

**HARTFORD**  
*Holiday Inn Express*  
 185 Brainard Rd, 06114  
 Feb. 9, Thu. - LH  
 Feb. 16, Thu. - LRE2  
 Feb. 23, Thu. - PC  
 July 11, Wed. - PC  
 July 12, Thu. - LRE1

**NORTH HAVEN**  
*Holiday Inn North Haven*  
 201 Washington Ave. 06473  
 Mar. 14, Wed. - LH  
 Mar. 15, Thu. - LRE1  
 June 6, Wed. - PC  
 June 7, Thu. - LRE2

**NORWALK**  
*4 Points Sheraton*  
 426 Main Ave, Rt 7, 06851  
 Apr. 10, Tue. - PC  
 Apr. 11, Wed. - LRE2  
 July 24, Tue. - LRE1  
 July 25, Wed. - LH

**WATERBURY**  
*Waterbury Marriott*  
 63 Grand St, 06702  
 Apr. 18, Wed. - LRE1  
 Apr. 19, Thu. - LH

**WETHERSFIELD**  
*Hartford Comfort Inn*  
 1330 Silas Deane Hwy., 06109  
 Jan. 11, Wed. - LRE1  
 Jan. 18, Wed. - LH  
 Jan. 25, Wed. - PC  
 June 19, Tue. - LRE1  
 June 20, Wed. - LH

**WINDSOR LOCKS**  
*Candlewood Suites*  
 149 Ella Grasso Tpk, 06096  
 May 22, Tue. - PC  
 May 23, Wed. - LRE2

**Connecticut State Requirements**

**CE LICENSING PERIOD**  
 Producers must complete their continuing education requirements by their license expiration date. The expiration date for producers is their birth date

**LICENSEES**  
 • A producer must complete 24 credit hours of CE during their compliance period.

**CREDITS REQUIRED**  
 Classroom and self-study courses approved in Connecticut for CE are assigned credits, based on their course content, in the following categories: Laws, Regulations and Ethics (LRE), Life and Health (LH), and Property and Casualty (PC). Licensed insurance producers must receive credits in each of their lines of authority, plus all producers must receive LRE credits.

• Producers must complete the following: 6 credit hours in each major line held and 3 credit hours in laws, regulations and ethics. The credit hours must total 24.

*For example: A licensee who holds two lines of authority would complete 6 hours in LH, 6 hours in PC and 3 hours in LRE, the remaining hours can be taken from any credit category.*

**EXEMPTIONS**  
 • Non-residents are not required to complete Connecticut continuing education. All states currently have continuing education requirements in place. License compliance data is sent to the state of Connecticut directly.

• Producers licensed only for travel and credit are not required to complete continuing education.

**REPORTING CREDITS**  
 • Cape is required to report your successfully completed continuing education credits to Sircon within 15 days of course completion. Cape normally submits credits within 48 hours.

• You will receive a certificate of completion from Cape for each course. Certificates are for your records only - do not send them to the state. Licensees can log onto [www.sircon.com](http://www.sircon.com) to view their current continuing education transcript.

**Contact Sircon for info on credits already earned.**  
**800-420-5644 • [www.sircon.com](http://www.sircon.com)**

**Attention Managers**

**Join Cape School's Partner Corporate Program**

*Benefits include:*

- Discount Pricing.
- Real Time access and custom reports to fit your specific needs.
- Customized web pages with your logo throughout to promote your branding and discount pricing.
- Nationwide course catalog for all license types including specialty courses (e.g. ethics, flood, annuity, LTC partnership).
- Customized training for your organization.

✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂ ✂

**Former Students Get 20% Off Classroom Tuition All Year**

**Early Birds Get 10% Off Classroom Tuition**

*Exp. 3-12-12. Offers may not be combined.*

**INTERACTIVE ONLINE COURSES**

Complete your entire CE requirement with one 24 credit self-study course for only \$39!\*

• **ONE COURSE • ONE TEST • ONE LOW PRICE AND EARN 24 CREDITS!!!**

**[www.capeschool.com](http://www.capeschool.com)**

*Does not include Sircon's \$3.75 per course filing fee.*



# CT Ins. CE Registration Form - 2012

Please read all rescheduling and refund policies prior to registration.

All courses have an intermediate difficulty level. Approved by the State of Connecticut Insurance Department for insurance producer continuing education credit. Sponsor 10732.

## CLASSROOM TUITION

Credit Hours	Former Students 20% Off	Early Birds* 10% Off	Regular Tuition
24	\$156	\$175.50	\$195
20	\$144	\$162.00	\$180
16	\$132	\$148.50	\$165
12	\$100	\$112.50	\$125
8	\$ 68	\$ 76.50	\$ 85
4	\$ 36	\$ 40.50	\$ 45

Tuition does not include Sircor's \$3.75/course filing fee.  
\*Early Bird disc. expires 3-12-12. Offers may not be combined.

## PERSONAL INFORMATION

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

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

NPN \_\_\_\_\_

License.#: \_\_\_\_\_ Exp. \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone(day): \_\_\_\_\_ Fax #: \_\_\_\_\_

Email Address : \_\_\_\_\_

Email Confirmation

## CLASSROOM COURSES

Please fill in desired location(s) & date(s) below.

		LOC.	DATE
<b>LRE1</b>	AM <i>Agent on Trial</i> , 4 cr.	_____	_____
	PM <i>Ideal Practices</i> , 4 cr.	_____	_____
<b>LH</b>	AM <i>LTC Review</i> , 4 cr.	_____	_____
	PM <i>Annuity Basics</i> , 4 cr.	_____	_____
<b>LRE2</b>	AM <i>Ethics - Tech. World</i> , 4 cr.	_____	_____
	PM <i>Ethics - Main Tool</i> , 4 cr.	_____	_____
<b>PC</b>	AM <i>Commercial Coverages</i> , 4 cr.	_____	_____
	PM <i>Disasters</i> , 4 cr.	_____	_____

## PAYMENT INFORMATION

Check (to Cape)  Visa  Master Card  American Express  
 Discover

CC#: \_\_\_\_\_ Exp. \_\_\_\_\_

Cardholder name (print): \_\_\_\_\_

Signature: \_\_\_\_\_

Classroom Tuition \$ \_\_\_\_\_ + Self-Study Tuition \$ \_\_\_\_\_ +

\$3.75 per course CT filing fee + \$3.75 per written book + Shipping\* \$ \_\_\_\_\_

\*Shipping: Written self-study orders only -  
add \$7 (1st book) + \$1 ea. add'l book

Total Amt Enclosed \$ \_\_\_\_\_

## CE SELF-STUDY COURSES

Prices shown are online prices and do not include the written book fee. Please add \$3.75 per book + shipping for written courses. Exams must be monitored by a disinterested third party (i.e. someone with no business or family relationship to the student).

» Meets NFIP Flood Requirement

♦ Satisfies CT LTC Req.   ♦ Satisfies CT LTC Initial Req.

## Our Lowest Prices Ever!

- BEST VALUE!**
- 24 cr. » General Ins. Digest I (3LRE, 3FLD, 9LH, 9PC) .....\$39
  - 24 cr. General Insurance Medley (6LRE, 9LH, 9PC) .....\$39
  - 24 cr. Property/Casualty Gallery (3LRE, 21PC) .....\$39
  - 24 cr. » Property/Casualty Gallery IV (3LRE, 3FLD, 18PC) ....\$39
  - 24 cr. LH Gallery I (3LRE, 21LH) .....\$39
  - 24 cr. LH Gallery IV (3LRE, 21LH) .....\$39
  - 16 cr. LH Collection: Focus on Medical Coverage (3LRE, 13LH) .....\$38
  - 16 cr. » PC Collection: Focus on Pers. Cvrng. (3LRE, 10PC, 3FLD) .....\$38
  - 13 cr. Market Conduct/Agent Blunders (3LRE, 5LH, 5PC) .....\$38
  - 13 cr. PC Primer & Practices (2LRE, 11PC) .....\$38
  - 11 cr. Insurance Digest I (3LRE, 4LH, 4PC) .....\$33
  - 11 cr. LH Skills & Practices (11LH) .....\$33
  - 10 cr. Insurance Digest II (1LRE, 5LH, 4PC) .....\$30
  - 9 cr. 10 New Habits of Responsible LTC Ins. Agts. (1LRE, 8LH) .....\$29.25
  - 9 cr. Identity Theft Insurance (2LRE, 7PC) .....\$29.25
  - 9 cr. Title Insurance A to Z (2LRE, 7PC) .....\$29.25
  - 8 cr. + CT 8.0 Long Term Care Initial Training Course (8LH) .....\$26
  - 8 cr. Automobile Insurance Coverage (8PC) .....\$26
  - 8 cr. Disability Income Insurance (8LH) .....\$26
  - 8 cr. Errors and Omissions Insurance (8PC) .....\$26
  - 8 cr. Financial Planning: Focus on the Estate (7LH, 1PC) .....\$26
  - 8 cr. Homeowners Insurance Coverage (3LRE, 5PC) .....\$26
  - 8 cr. Life Insurance Fundamentals (8LH) .....\$26
  - 8 cr. Long Term Care (1LRE, 7LH) .....\$26
  - 8 cr. Managed Care Plans (4LRE, 4LH) .....\$26
  - 8 cr. Understanding Liability Coverage (3LRE, 5PC) .....\$26
  - 8 cr. Underwriting: Write It Right (6LRE, 2LH) .....\$26
  - 7 cr. Administrative Simplification (7LRE) .....\$22.75
  - 7 cr. Risk Management (7PC) .....\$22.75
  - 7 cr. Workers Compensation (3LRE, 4PC) .....\$22.75
  - 6 cr. Everyday Law for Ins. Agents (3LRE, 2LH, 1PC) .....\$19.50
  - 6 cr. Group Insurance Concepts (2LRE, 4LH) .....\$19.50
  - 6 cr. Ins. Fraud - Problems & Preventions (3LH, 3PC) .....\$19.50
  - 6 cr. Long Term Care: Addressing Senior Needs (6LH) .....\$39
  - 5 cr. Problems in Title Insurance (2LRE, 3PC) .....\$17.50
  - 5 cr. Retirement Planning (3LRE, 2LH) .....\$17.50
  - 4 cr. ♦ CT 4.0 Long Term Care Refresher (4LH/LTC) .....\$14
  - 4 cr. Ethics: A Practical Guide (4LRE) .....\$14
  - 4 cr. Ethics for the Field of Insurance (4LRE) .....\$14
  - 4 cr. Equity Index Annuities (4LH) .....\$14
  - 4 cr. Insurance as a Social Instrument (3LH, 1PC) .....\$14
  - 4 cr. Understanding Annuity Products (4LH) .....\$14
  - 3 cr. » Building A Strong Foundation with Flood Ins. (3FLD) .....\$10.50
  - 3 cr. Charitable Remainder Trust (3LRE) .....\$10.50
  - 3 cr. Consumer Driven Healthcare (3LH) .....\$10.50
  - 3 cr. » Flood Insurance Training for Ins. Agents (3FLD) .....\$10.50
  - 2 cr. Key Employee Insurance (2LH) .....\$7

## Self-Study Special

**24 credits ~ Only \$39**

**20% off for former students.**

# Complete your entire CE requirement with one course!

## Only \$39



General Insurance Digest I, 24 credits  
General Insurance Medley, 24 credits  
Life/Health Gallery, 24 credits  
Life/Health Gallery IV, 24 credits  
Property/Casualty Gallery, 24 credits  
Property/Casualty Gallery IV, 24 credits

• **ONE** COURSE • **ONE** TEST • **ONE** LOW PRICE AND EARN **24 CREDITS!!!**

**800-320-4955 • www.capeschool.com**

Click: Insurance, CT, CE Self Study Courses

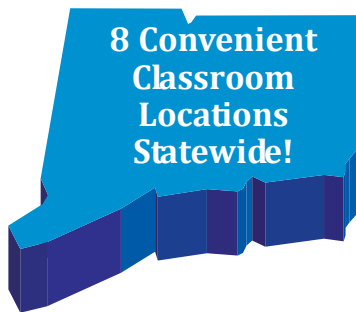
**Calling all Cape School Former Students.**

**20% OFF EVERYTHING!**



Telephone 800-320-4955

www.capeschool.com



### *Cape School Policies*

**TO PRE-REGISTER:** Registration must be accompanied by payment in full. Complete the attached registration form and mail (check or credit card) or fax (credit card only) to our office so we receive it at least 5 business days before your first class session. This will enable you to receive your course certificate on class-day. You may register by phone or online with a credit card. Include your fax number or email and Cape will send you a confirmation of registration, 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.

**RESCHEDULE:** 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, Call Cape for assistance.

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

**REFUNDS:** 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:** Normally certificates are given after each class to students who have registered 5 business days in advance. If not received in class, certificates will be mailed, faxed, or emailed.

**FEES:** Returned Check Fee - \$25; Non-Refundable fee for CE refunds - \$25; Non-Refundable fee for prelicense refunds - \$50; Replacement Certificates - \$10; Same Day Grading - \$18; Walk-in Fee - \$20; Reschedule fee for all "no-shows" - \$20. NO REFUNDS for "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.

### *Questions?*

Call Cape for course information: 800-320-4955. Call Sircon for information on credits earned: 1-800-420-5644 or www.sircon.com.

### **Private In-House Seminars**

*- Custom-made CE by Cape School -*

Everyone needs CE!

Why not have Cape come to you?  
We will customize seminars for your group of agents at dates and times convenient for you at special rates!

*Call our office for more information on Cape's Private In-House Seminars:*

**1-888-729-8248**