



Ohio Insurance Continuing Education

Cape School

PO BOX 169
BUCKINGHAM, VA 23921

2009 SCHEDULE

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

FORMER STUDENT DISCOUNTS

20% OFF CLASSROOM TUITION

10% OFF SELF-STUDIES!

*21 locations
statewide!*

MORE CHOICES WITH CAPE . . . 21 CLASSROOM LOCATIONS, NEW ONLINE & WRITTEN SELF-STUDY COURSES.



Cape is looking for qualified instructors! Are you an expert in your field? Would you like to earn extra money?
Call 800-729-7974 www.capeschool.com

You asked for it and we're giving it to you!



Our way of saying "Thank You!"

Try One of Our 20 Credit Courses

1 Course • 1 Exam • 1 Low Price

Completes Your Entire CE Requirement!

1-800-729-7974

www.capeschool.com

Fax 1-888-303-1828



Ohio Insurance CE Classroom Schedule - 2009

FORMER STUDENTS SAVE 20% ON CLASSROOM!

See tuition at right for discounts! All courses are STATE APPROVED! 10 credits each day!

AKRON

Courtyard by Marriott
100 Springside Dr., 44333
I-77, Exit 137-A
Oct. 6, Tues. - A Day
Oct. 7, Wed. - C Day
Dec. 17, Thur. - B Day
Dec. 18, Fri. - A Day

CANTON

Quality Inn & Suites Airport
4914 Everhard Rd., 44718
Sept. 8, Tues. - B Day
Sept. 9, Wed. - D Day

CHILlicothe

Comfort Inn - Christopher
Conference Center
20 North Plaza Blvd., 45601
Sept. 15, Tues. - A Day
Sept. 16, Wed. - C Day
Nov. 17, Tues. - B Day
Nov. 18, Wed. - D Day

CINCINNATI - EAST

Comfort Inn & Suites
4421 Aicholtz Rd., 45245
Nov. 10, Tues. - A Day
Nov. 11, Wed. - C Day

CINCINNATI - NORTH

Wingate Inn, 4320 Glendale
Milford Rd., 45242, I-71,
Exit 15 (Pfeiffer Rd. Exit)
Sept. 10, Thur. - B Day
Sept. 11, Fri. - D Day
Dec. 15, Tues. - C Day
Dec. 16, Wed. - A Day

CLEVELAND - NORTH

Comfort Inn & Suites (Mentor)
7701 Reynolds Rd., 44060
I-90, Exit 306
Aug. 18, Tues. - A Day
Aug. 19, Wed. - C Day
Nov. 19, Thur. - A Day
Nov. 20, Fri. - B Day

CLEVELAND - SOUTH

Holiday Inn (Independence)
6001 Rockside Rd, 44131
I-77, Exit 155
Oct. 15, Thur. - B Day
Oct. 16, Fri. - D Day
Dec. 8, Tues. - A Day
Dec. 9, Wed. - C Day

CLEVELAND - WEST

Holiday Inn - Westlake
1100 Crocker Rd., 44145,
I-90, Exit 156 - Crocker/Basset
Sept. 17, Thur. - B Day
Sept. 18, Fri. - D Day
Nov. 3, Tues. - A Day
Nov. 4, Wed. - C Day

STUDENT DISCOUNTS

FORMER STUDENTS*

20% Off Classroom

First Time Ever!

10% Off Self-Studies

Our way of saying

"Thanks!"

* Discounts good all year!

LANCASTER

Hampton Inn
2041 Schorway Dr., 43130
Sept. 3, Thur. - A Day
Sept. 4, Fri. - C Day

LIMA

Hampton Inn
1933 Roschman Ave., 45804
Sept. 1, Tues. - B Day
Sept. 2, Wed. - D Day
Nov. 12, Thur. - A Day
Nov. 13, Fri. - B Day

MANSFIELD

Holiday Inn
116 Park Avenue West, 44902
Aug. 20, Thur. - B Day
Aug. 21, Fri. - D Day
Nov. 5, Thur. - A Day
Nov. 6, Fri. - C Day

PORTSMOUTH

Holiday Inn
5100 Old Scioto Trail, 45662
Sept. 22, Tues. - A Day
Sept. 23, Wed. - B Day

COLUMBUS - EAST

Ramada Inn East Airport
4801 East Broad St., 43213
Oct. 13, Tues. - B Day
Oct. 14, Wed. - D Day
Dec. 10, Thur. - A Day
Dec. 11, Fri. - C Day

COLUMBUS - NORTH

Holiday Inn (Worthington)
7007 N. High St., 43085
Aug. 13, Thur. - A Day
Aug. 14, Fri. - C Day
Nov. 5, Thur. - A Day
Nov. 6, Fri. - B Day

DAYTON

Ramada Ltd. Suites (Fairborn)
2540 University Blvd., 45324
Oct. 1, Thur. - A Day
Oct. 2, Fri. - B Day

FINDLAY

Holiday Inn Express
941 Interstate Dr., 45840,
I-75, Exit 159
Oct. 27, Tues. - A Day
Oct. 28, Wed. - B Day

SANDUSKY

The Lodge at Sawmill Creek
Resort, 400 Sawmill Creek,
44839
Oct. 20, Tues. - A Day
Oct. 21, Wed. - B Day

STEBENVILLE

Holiday Inn, Damon's
Clubhouse
1401 University Blvd., 43952
Nov. 19, Thur. - A Day
Nov. 20, Fri. - B Day

TOLEDO

Ramada Hotel and Conf.
Center (FKA Clarion
Westgate), 3536 Secor Rd.,
43606, I-475, Exit 17
Aug. 11, Tues. - B Day
Aug. 12, Wed. - D Day

YOUNGSTOWN

Country Inn & Suites
5570 Interstate Blvd., 44515
Sept. 24, Thur. - B Day
Sept. 25, Fri. - D Day
Dec. 2, Wed. - B Day
Dec. 3, Thur. - A Day

ZANESVILLE

Ramada Hotel & Conf. Ctr.
4645 East Pike, 43701
Oct. 22, Thur. - D Day
Oct. 23, Fri. - B Day

Try one of our
**KNOCK OUT
PUNCHES!**

Take your best shot!

Knock it out
all in one swing!

PUNCH #1 - \$69*

One 20 credit
self-study course

PUNCH #2 - \$80*

20 credits of interactive online

PUNCH #3 - \$155*

20 credits by classroom
**Former Student Price -
Only \$124**

*Prices do not include the \$1
per credit state filing fee.

No Final Exam!

INTERACTIVE

ONLINE

COURSES

www.capeschool.com

Check out our **PASS THEN PAY**
interactive online or self study courses!

* PRICE DOES NOT INCLUDE STATE FILING FEE OF \$1 PER CREDIT

**OUR LOWEST
PRICE EVER!**

ONLY
\$4*
per credit.

Classroom Courses for 2009

A DAY	B DAY	C DAY	D DAY
Suitability Issues and the Insurance Agent 5 cr., #48206, 8:30am - 1:00pm Insurance Ethics - Knowing Right From Wrong 5 cr., #48205, 1:45pm - 6:15pm	How to Avoid Being the Agent on Trial 5 cr., #48204, 8:30am - 1:00pm The Basics of Errors and Omissions Coverage 5 cr., #48203, 1:45pm - 6:15pm	Medicare, Medicare Supplements and Long Term Care 5 cr., #48201, 8:30am - 1:00pm <i>Fulfills the LTC requirement.</i> The Recent Evolution of Employer Group Health Plans 5 cr., #48202, 1:45pm - 6:15pm	Auto Coverage for the Insurance Industry 5 cr., #48199, 8:30am - 1:00pm Disasters and the Insurance Industry After Katrina 5 cr., #48200, 1:45pm - 6:15pm



Registration Form - Ohio Continuing Education - 2009

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

PRICES DO NOT INCLUDE THE \$1 PER CREDIT STATE FILING FEE. ALL CAPE COURSES ARE AT THE INTERMEDIATE LEVEL OF STUDY.

CLASSROOM TUITION

Credits	Former Student 20% Discount	Regular
5	\$ 36.00	\$ 45.00
10	\$ 72.00	\$ 90.00
15	\$108.00	\$135.00
20	\$124.00 WOW!	\$155.00

PERSONAL INFORMATION

Mail: Cape School, PO Box 169, Buckingham, VA 23921
Fax: 888-303-1828 (credit card only)

NPN: _____ (your student #)

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone(day): _____

Fax #: _____

Firm: _____

Email: _____

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

FORMER STUDENTS - 20% off Classroom Tuition

Check here if you are a Cape Former Student

We will verify former student status (completed a course during a previous biennium) upon receipt of registration. For the first time ever Cape is offering former students **10% off self-studies**. Our way of saying "Thanks!" Former student discounts are good for all of 2009!

CLASSROOM COURSES

Please fill in desired location, class date, and tuition due 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 _____

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

PAYMENT INFORMATION

Check (to Cape) Visa MCard AmEx Disc

CC#: _____ Exp _____

Cardholder name (print): _____

Signature: _____

SHIPPING

Written Self-Study Materials
1 Book - \$7.00
Add'l. Books - add \$1.00
per book. Shipping fees
are non-refundable.

Subtotal of Classroom Tuition \$ _____

Subtotal of Self-Study Tuition \$ _____

State Filing Fee (\$1 per credit) \$ _____

(Written Self-Study) Shipping \$ _____

2009-2 Total Amt Enclosed \$ _____

KNOCK OUT PUNCHES

- PUNCH 1 - \$69 - 20 Credits of CE by Self-Study**
⇒ **One Course, One Exam - Completes Requirement.**
Please choose one 20 credit self-study from list below.
- PUNCH 2 - \$80 - 20 Credits of Interactive Online**
⇒ **No Final Exam**
- PUNCH 3 - \$155 - 20 Credits of CE by Classroom**
⇒ **Former Student Disc. Price - Only \$124**

WRITTEN SELF-STUDY * NO MONITOR REQUIRED *

◆ Satisfies NFIP Flood/CE Req. Fulfills LTC Req.

- BEST VALUE!** Complete your CE req. with 1 course
- 20 cr. \$69 ◆ **General Insurance Digest I, 46553**
 - 20 cr. \$69 **General Insurance Medley, 29854**
 - 20 cr. \$69 **Life/Health Collection, 46554**
 - 20 cr. \$69 **Life/Health Gallery, 29850**
 - 20 cr. \$69 ◆ **Property/Casualty Collection, 46555**
 - 20 cr. \$69 **Property/Casualty Gallery, 29851**
 - 2 credits \$20 **Key Employee Insurance, 29794**
 - 3 credits \$24 ◆ **Building a Strong Foundation with Flood Ins., 44442**
 - 3 credits \$24 **Charitable Remainder Trusts, 29780**
 - 3 credits \$24 **Consumer Driven Health Care, 41032**
 - 4 credits \$24 **The Claims Adjuster, 41113**
 - 4 credits \$24 **Equity Index Annuities, 29781**
 - 4 credits \$24 **Understanding Annuities & Mutual Funds, 29809**
 - 5 credits \$28 **Financial Planning Products, 29786**
 - 5 credits \$28 **Protecting your Business, 29805**
 - 5 credits \$28 **Retirement Planning, 29806**
 - 7 credits \$35 **Administrative Simplification, 29836**
 - 7 credits \$35 **Retirement Planning: A Key of Financial Planning, 29847**
 - 7 credits \$35 **Risk Management, 29824**
 - 7 credits \$35 **Workers Compensation, 29830**
 - 8 credits \$38 **Errors and Omissions, 29782**
 - 8 credits \$38 **Financial Planning: Focus on the Estate, 29846**
 - 8 credits \$38 **Homeowners Insurance Coverage, 29789**
 - 8 credits \$38 **Long Term Care, 29797**
 - 8 credits \$38 **Managed Care Plans, 29798**
 - 8 credits \$38 **Understanding Liability Coverage, 29810**
 - 10 credits \$40 **Insurance Digest Vol. 2, 29792**
 - 11 credits \$44 **Insurance Digest Vol. 1, 29791**
 - 11 credits \$44 **Life & Health Skills & Practices, 29796**
 - 13 credits \$52 **Market Conduct/Agent Blunders, 29799**
 - 13 credits \$52 **PC Primer & Practices, 29804**
 - 15 credits \$60 **Life & Health Medley, 29795**
 - 15 credits \$60 **Property/Casualty Medley, 29803**
- TITLE SELF-STUDY COURSES**
- 5 credits \$28 **Problems In Title Insurance, 29802**
 - 10 credits \$44 **Title Insurance A-Z, 29832**

NEW FOR 2009!
10% Off
Self-Studies
for Former
Students!
Good all year.

SELF-STUDY COURSES

Self-Study Courses require successful completion of an exam and are available in written and online format - including interactive online courses. Please add shipping for written self-study orders (see *Payment Information* for rates).

INTERACTIVE ONLINE COURSES. CONVENIENCE AT YOUR FINGERTIPS!

www.capeschool.com, click insurance, Ohio, Self-study courses

NO FINAL EXAM • NO REGISTRATION • NO PROCTOR

3 Credits - Only \$12*

◆ Flood Insurance Training - 46369

6 Credits - Only \$24*

Everyday Law for Insurance Agents - 29857

Group Insurance Concepts - 29858

Identity Theft - 41078

Ins. Fraud: Problems & Preventions - 29855

4 Credits - Only \$16*

Ethics for the Field of Insurance - 29852

Insurance As a Social Instrument - 29853

Ethics: A Practical Guide - 45315

8 Credits - Only \$32*

Disability Income Insurance - 43630

Underwriting: Write It Right - 38001

* Does not include state filing fee of \$1 per credit.

Try one of our KNOCK OUT Punches!

C'mon! Take your best shot!
KNOCK IT OUT all in one swing!



PUNCH #1 \$69
20 Credits of CE by Self-Study
Choose one 20 credit Self-Study course!



PUNCH #2 \$80
20 Credits of Interactive Online
Choose from a variety of courses.



PUNCH #3 \$155
20 Credits of CE by Classroom
FORMER STUDENT PRICE - ONLY \$124

Choose topics offered at any of our 21 convenient locations!

Call 800-729-7974

www.capeschool.com

ALL PRICES ON THIS SCHEDULE DO NOT INCLUDE
THE \$1 PER CREDIT STATE FILING FEE

A Note About Ohio Filing Fees

Filing fees are added only if your state charges Cape. We charge the student exactly what the state charges us. Currently Ohio charges \$1 per credit (not per course). These charges are subject to change and are beyond our control.

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
1-888-729-8248

Complete your entire requirement with one self-study course - Only \$69*!

General Insurance Medley20 credits
General Insurance Digest I.....20 credits
Life/Health Collection.....20 credits
Life/Health Gallery.....20 credits
Property/Casualty Collection20 credits
Property/Casualty Gallery.....20 credits

One Course
+ One Test
+ One Low Price
= 20 CREDITS

Former students get 10% off for all of 2009.

State Requirements & Cape Policies

State Requirements: Insurance agents holding an Ohio Insurance License must earn 20 CE credits every two years. The first 24 months of compliance for an agent who is first issued a license begins on January 1st of the following year, and ends on December 31st of the second year. Excess credits will not carry over. All agents licensed in property, casualty or personal lines who may sell flood insurance are required to complete a one-time course related to NFIP for a total of 3 credit hours. All agents who intend to sell LTC must complete a one-time 8 hour course and an ongoing requirement of 4 hours every two years.

Classroom Courses: Agents may obtain up to 100% of their required renewal credits through Cape classroom courses. We offer classroom CE in numerous convenient locations.

Self-study Courses: Agents may obtain up to 100% of their required renewal credits through Cape self-study courses. We offer online, written and interactive self-study courses. Cape does not provide partial credits for classes or self-study. Effective January 1, 2006, Ohio does not require a monitor for any self-study courses.

Registration/Scheduling: 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 attached registration form with full payment so that we receive it at least 3 business days prior to the first class session to take advantage of pre-paid package savings. 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. Simply let us know when you find a class to fit your schedule. 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. Cape reserves the right to cancel a class (classes) due to circumstances beyond our control.

Rescheduling: From self-study to classroom - all self-study materials must be returned to Cape in unused and saleable condition along with a written request to reschedule. The following fees apply for classroom rescheduling: Students may reschedule to any of Cape's seminars provided notification is given to our office one (1) business day prior to start of class. All No Shows - \$20 charge, no refunds.

Refunds: Written requests for refunds must be received in our office 1 business day prior to start of class. All refunds are subject to non-refundable administrative fees of \$25 for CE courses - remains on student's account through the end of the next renewal cycle.

Services: Same Day Grading Service for Self-Study - \$18; Replacement certificates - \$10; Replacement distance learning materials - \$25; Returned check fee - \$25

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

Thank You From Cape School!

Cape is a family owned and operated school located in Buckingham, VA. Our schools have been offering professional education in the real estate and insurance industries for more than 34 years. Your feedback is appreciated - We're always trying to improve our service to satisfy you.

IMPORTANT POLICIES:

Cape will submit your credit hours to Sircon within 15 calendar days of the completion of the course. DO NOT SEND course completion certificates to Prometric. They are provided for your personal records only.

Prometric will mail a compliance confirmation to the agent when compliance is met. Agents may check their compliance status and receive a summary of credits by calling Prometric's interactive voice response system at 800-532-2170. Agents may also check their transcript on Sircon's Website: www.sircon.com.

You must complete your education on or before December 31 of your compliance period. Prometric will provide three warning notices to agents who are not yet in compliance for CE. These warnings are issued in the second year of the agent's compliance period. The first warning comes around July 1, the second warning around September 1, and the final around October 1. Prometric, Attn: Ohio CE, 1260 Energy Lane, St. Paul, MN 55108-5225

If you have questions about scheduling, course information or any other Cape related questions, please call Cape at 1-800-729-7974.