



Ohio Insurance Continuing Education

Cape School

PO BOX 169
BUCKINGHAM, VA 23921



2012 SCHEDULE

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

**FORMER STUDENTS – 10% OFF EVERYTHING
(CLASSROOM & SELF-STUDY)!**

Not a former student? Don't worry! You will be next time!

MORE CHOICES WITH CAPE . . . 17 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

24 CREDIT SELF-STUDY SPECIAL

Our Lowest Price Ever!

\$45

**Former
Students
10% Off!**

A Few Reasons Why Cape School is the Best:

- **More choices** with Cape School: classroom (17 statewide locations), online, and written courses.
- **Our prices**, products and service will not be beat.
- **10% off** everything for Former Students.
- **Ethics, Annuity, LTC, Title, and Flood** credits available.



Ohio Insurance CE Classroom Schedule - 2012

FORMER STUDENTS SAVE 10% ON EVERYTHING!

See tuition at right for discounts! All courses are STATE APPROVED! 8 credits each day!

AKRON

Courtyard by Marriott
100 Springside Dr., 44333
I-77, Exit 137-A
Apr. 12, Thu. - B Day
Apr. 13, Fri. - D Day
Nov. 6, Tue. - A Day
Nov. 7, Wed - C Day

CANTON

Ramada Hall of Fame
4914 Everhard Rd., 44718
June 5, Tue. - A Day
June 6, Wed. - C Day
Dec. 6, Thu. - B Day
Dec. 7, Fri. - D Day

CHILlicothe

Hampton Inn & Suites
100 N. Plaza Blvd., 45601
Feb. 21, Tue. - B Day
Feb. 22, Wed. - D Day
Aug. 9, Thu. - A Day
Aug. 10, Fri. - C Day

CINCINNATI - EAST

Comfort Inn & Suites
4421 Aicholtz Rd., 45245
Mar. 6, Tue. - B Day
Mar. 7, Wed. - D Day
Sept. 20, Thu. - A Day
Sept. 21, Fri. - C Day

CINCINNATI - NORTH

Wingate Inn, 4320 Glendale
Milford Rd., 45242, I-71, Exit
15 (Pfeiffer Rd. Exit)
May 8, Tue. - B Day
May 9, Wed. - D Day
Oct. 25, Thu. - A Day
Oct. 26, Fri. - C Day

CLEVELAND - NORTH

Comfort Inn & Suites (Mentor)
7701 Reynolds Rd., 44060
I-90, Exit 306
Mar. 8, Thu. - B Day
Mar. 9, Fri. - D Day
Oct. 16, Tue. - A Day
Oct. 17, Wed. - C Day

CLEVELAND - SOUTH

Holiday Inn (Independence)
6001 Rockside Rd., 44131
I-77, Exit 155
May 10, Thu. - A Day
May 11, Fri. - C Day
Dec. 11, Tue. - A Day
Dec. 12, Wed. - C Day

CLEVELAND - WEST

Holiday Inn - Westlake
1100 Crocker Rd., 44145,
I-90, Exit 156 - Crocker/Basset
July 10, Tue. - A Day
July 11, Wed. - C Day
Nov. 15, Thu. - B Day
Nov. 16, Fri. - D Day

COLUMBUS - EAST

Country Inn & Suites
6305 Broad St., 43213
Apr. 17, Tue. - A Day
Apr. 18, Wed. - C Day
Dec. 13, Thu. - B Day
Dec. 14, Fri. - D Day

COLUMBUS - NORTH

Holiday Inn (Worthington)
7007 N. High St., 43085
July 19, Thu. - B Day
July 20, Fri. - D Day

LIMA - New Location

Howard Johnson
1920 Roschman Ave., 45804
Mar. 13, Tue. - A Day
Mar. 14, Wed. - C Day
Aug. 14, Tue. - B Day
Aug. 15, Wed. - D Day

MANSFIELD

Holiday Inn & Suites
116 Park Avenue West, 44902
May 15, Tue. - B Day
May 16, Wed. - D Day
Oct. 11, Thu. - A Day
Oct. 12, Fri. - C Day

SANDUSKY

The Lodge at Sawmill Creek
Resort, 400 Sawmill Creek,
44839
June 14, Thu. - B Day
June 15, Fri. - D Day
Sept. 13, Thu. - A Day
Sept. 14, Fri. - C Day

STEBENVILLE

Best Western University Inn
1401 University Blvd., 43952
July 24, Tue. - A Day
July 25, Wed. - C Day

TOLEDO

Ramada Hotel and Conf.
Center, 3536 Secor Rd.,
43606, I-475, Exit 17
Apr. 19, Thu. - A Day
Apr. 20, Fri. - C Day
Oct. 23, Tue. - B Day
Oct. 24, Wed. - D Day

YOUNGSTOWN

Country Inn & Suites
5570 Interstate Blvd., 44515
Feb. 16, Thu. - A Day
Feb. 17, Fri. - C Day
Sept. 18, Tue. - B Day
Sept. 19, Wed. - D Day

ZANESVILLE

Ramada Hotel & Conf. Ctr.
4546 East Pike, 43701
Mar. 22, Thu. - B Day
Mar. 23, Fri. - D Day
Sept. 25, Tue. - A Day
Sept. 26, Wed. - C Day

Try one of our KNOCK OUT PUNCHES!



Take your best shot!
Knock it out all in one swing!

PUNCH #1 - ALL SELF-STUDY - \$45*

Mix & Match 24 cr. of Self-Study Courses. No final exam for Interactive Online courses. Shipping & book fees apply for written courses.

PUNCH #2 - ALL CLASSROOM - \$155*

3 Days = 24 cr.

Former Students - \$139.50*

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

CLASSROOM TUITION

Credit Hours	Former Student 10% Discount	Regular Tuition
4	\$ 28.80	\$ 32.00
8	\$ 58.50	\$ 64.00
12	\$ 86.40	\$ 96.00
16	\$115.20	\$128.00
20	\$126.00	\$140.00
24	\$139.50	\$155.00

WOW!

Attention Managers: Join Cape School's 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.

STUDENT DISCOUNTS

Offers may not be combined. Prices do not include the \$1 per credit state filing fee.

FORMER STUDENTS* - 10% Off Everything

Our way of saying "THANKS!" * Discount good all year!

Classroom Courses for 2012

A DAY	B DAY	C DAY	D DAY
<p>Ethics: The Main Tool of Professionalism 4 eth. cr., #51593 8:30am-12:30pm Satisfies ethics req.</p> <p>Ins and Outs of Insurance Premium Financing 4 gen. cr., #51594, 1:30-5:30pm</p>	<p>Ethics: How to Deal With the New Technological World 4 eth. cr., #51592, 8:30am-12:30pm Satisfies ethics req.</p> <p>The Nature of Insurance 4 gen. cr., #51595, 1:30-5:30pm</p>	<p>Long Term Care Review 4 LTC cr., #50836, 8:30am-12:30pm Fulfills the ongoing LTC requirement.</p> <p>Annuity Basics 4 annuity cr., #52281, 1:30-5:30pm Satisfies annuity requirement</p>	<p>All About Surplus Lines 4 gen. cr., #51591, 8:30am-12:30pm</p> <p>Exploring the Claims Side of the Insurance Industry 4 gen. cr., #51590, 1:30-5:30pm</p>



Registration Form - Ohio Continuing Education - 2012

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

Credit Hours	Former Student 10% Discount	Regular Tuition
4	\$ 28.80	\$ 32.00
8	\$ 58.50	\$ 64.00
12	\$ 86.40	\$ 96.00
16	\$115.20	\$128.00
20	\$126.00	\$140.00
24	WOW! \$139.50	\$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 - 10% off Everything!

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

Our way of saying "Thanks!" FS discounts are good for all of 2012! We will verify FS status (completed a course during a previous biennium) upon receipt of registration.

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: _____

WRITTEN SELF-STUDY MATERIALS

Add \$3.75 per book plus shipping: 1 Book - \$7.00; add'l. books - add \$1 per book. Shipping and book fees are non-refundable.

Subtotal of Classroom Tuition \$ _____

Subtotal of Self-Study Tuition \$ _____

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

(Written Self-Study) Book Fee + Shipping \$ _____

2012-1

Total Amt. Enclosed \$ _____

KNOCK OUT PUNCHES

PUNCH 1 - \$45 - All Self-Study

⇒ Mix & match 24 cr. of self-study courses. No final exam for Interactive Online courses. Shipping and book fees apply for written courses.

PUNCH 2 - \$155 - All Classroom - 3 Days = 24 cr.

⇒ Former Student Disc. Price - Only **\$139.50**

SELF-STUDY - ONLINE/WRITTEN COURSES

*** NO MONITOR REQUIRED ***

◆ Fulfills NFIP Flood/CE Req. * Fulfills Ethics Req. ● Fulfills Annuity Req.

Prices shown are online prices. For written courses, please add shipping + \$3.75 per course (book fee).

20 cr. \$43.00 Gen. Ins. Digest I, 46553◆

20 cr. \$43.00 LH Collection, 46554

20 cr. \$43.00 PC Collection, 46555◆

5 cr. \$17.50 Mortgage Lending Fundamentals, 49551

4 cr. \$14.00 The Claims Adjuster, 41113

4 cr. \$14.00 Ethics for the Field of

Insurance, 29784*

4 cr. \$14.00 Equity Index Annuities, 29781

4 cr. \$14.00 Understanding Annuity Products, 52282●

3 cr. \$10.50 Bldg a Strong Foundation with Flood Ins., 44442◆

3 cr. \$10.50 Charitable Remainder Trusts, 29780

3 cr. \$10.50 Consumer Driven Health Care, 41032

2 cr. \$7.00 Key Employee Ins., 29794

LTC SELF-STUDY COURSES

8 cr. \$26.00 OH LTC Initial Training, 51742, OH Initial LTC req.

4 cr. \$14.00 OH LTC Refresher Training, 51740, OH LTC req.

TITLE SELF-STUDY COURSES

10 cr. \$30.00 Title Ins. Digest, 49553

5 cr. \$17.50 Ethics for Title Insurance Agents, 49550*

3.5 cr. \$10.50 Title Ins. Policies, 49547

3 cr. \$10.50 An Introduction to Land

Trusts, 49552

3 cr. \$10.50 Title Ins. & Historical

Properties, 49548

SELF-STUDY DISCOUNTS

10% Off Everything
for Former Students all year!

The completion date for the written (text and value package) self study courses will be the date the exam is graded by the CE provider. The completion date for the interactive online courses is the date the course and affidavit are completed online. Go to www.capeschool.com, Ohio state requirements page for more information.

Please visit our website for a complete list of online & written courses.

SELF-STUDY - INTERACTIVE ONLINE COURSES

Convenience At Your Fingertips!

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

NO FINAL EXAM • NO PROCTOR

3 Cr. Courses - Only \$10.50*

Flood Insurance Training - 46369◆

4 Cr. Courses - Only \$14*

Ethics for the Field of Insurance - 29852*

Insurance As a Social Instrument - 29853

Ethics: A Practical Guide - 45315*

8 Cr. Courses - Only \$26*

Disability Income Insurance - 43630

Underwriting: Write It Right - 38001

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

ONLINE/WRITTEN COURSES

Self-Study Courses require successful completion of an exam and are available in written and online format - interactive online courses (no final exam for interactive). Please add \$3.75 per course book fee + shipping + \$1 per credit Ohio filing fee for written self-study orders (see *Payment Information* for rates).



Try one of our KNOCK OUT PUNCHES!



PUNCH #1 ~ \$45 ~ ALL SELF-STUDY

Mix and match 24 cr. of self-study courses. No final exam for Interactive Online courses.
Shipping and book fees apply for written courses.

PUNCH #2 ~ \$155 ~ ALL CLASSROOM ~ 3 DAYS = 24 CR.

Former Student Price – Only \$139.50!

Choose topics offered at any of our 17 convenient locations.

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. Students must have their credits banked prior to their expiration date.

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

State Requirements & Cape Policies

State Requirements: Effective January 1, 2011, the Ohio Dept. of Insurance implemented a biennial licensing system. Insurance agents will need to renew their license every two years by the last day of their birth month. Agents who hold one or more of the following lines of authority - Property, Casualty, Personal Lines, Accident & Health or Life License - are required to complete 24 hours of approved continuing education, **3 of which must be approved as ethics specific**, prior to renewing their license. Persons holding a Title License only need to complete 12 hours of approved continuing education, 10 of which must be approved as title specific and **2 of which must be approved as ethics specific**, prior to renewing their license. Persons holding a Title License in addition to a resident agent license must complete 24 hours of approved continuing education, 10 of which must be approved as title specific and **2 of which must be approved as ethics specific**, prior to renewing their license. Excess credits will not carry over.

Long Term Care Training Requirements. *Initial 8-hour LTC training requirement:* Before selling, soliciting, or negotiating LTC insurance products in Ohio, producers must complete an initial 8-hour, state-approved LTC training course. *Ongoing 4-hour LTC training requirement:* After completing the 8-hour initial training requirement, producers must complete 4 hours of state-approved LTC training every 24-month compliance period following completion of the initial LTC training.

Flood Insurance Training Requirements: Before selling flood insurance, licensees must complete a one-time 3-hour training class on flood insurance and the National Flood Insurance Program. New licensees must comply with flood training before their first CE compliance date.

Annuity Requirement: Insurance agents who hold a life insurance or variable annuity line of authority on or before July 1, 2011 and have a desire to sell annuities, will be required to complete a four (4) hour annuity specific continuing education course on or before Jan 1, 2012. No follow up training will be mandated. It will be left up to each insurer to verify that their appointed agents have completed the required training. Insurance agents issued a license after July 1, 2011 will be required to complete the four (4) hour mandated training before they begin selling annuities in Ohio.

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 course exams.

Registration/Scheduling: To pre-register and guarantee a space in class, registration must be accompanied by payment in full. Register online or complete the registration form on inside page and mail (check or credit card) or fax (credit card only) 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 – call Cape for assistance. 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 - No Refunds. No shows transferring to another class - \$20 (nonrefundable).

Refunds: 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 which will remain on student's account through the end of the next renewal cycle.

Services: Same Day Grading Service for Self-Study - \$18; Replacement certificates - \$10; 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.

Discounts: Discount pricing applies only to Cape School products. Specials may not be combined.

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 35 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 Sircon. They are provided for your personal records only.

Sircon provides online information for Ohio education transcripts and credits. To obtain your transcript you will need both your license number and social security number. Agents can check their transcript on Sircon's Website: www.sircon.com.

RENEWAL REMINDERS: The OH Dept. of Insurance will send a renewal reminder notice to all licensees no less than 30 days prior to the license expiration date. Please make sure the Department has your most current email and mailing address on file to ensure that the renewal notice is sent to the correction location. For more information regarding the Ohio Department's Continuing Education program, or for information regarding compliance status, contact Prometric directly at 1-800-532-2170 or visit www.sircon.com.

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