



South Carolina Insurance Continuing Education

Cape School, Inc. PO Box 169 • Buckingham, VA 23921

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



2012 Classroom Schedule

20% OFF EVERYTHING FOR FORMER STUDENTS

\$39

24 Credit Self-Study Special

Our Lowest Price Ever!

Mix and Match Courses
to equal 24 credits.

A Few Reasons Why Cape School is the Best:

- **13 classroom** locations statewide.
- **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.

1-888-729-1075

*All courses have been approved by the SC Department of
Insurance for continuing insurance education credit.*

12032



Anderson

Comfort Suites
118 Interstate Blvd., 29621
Mar. 6, Tues. - GEN
Mar. 7, Wed - LH1

Aiken

Hilton Garden Inn
350 East Gate Dr., 29803
June 7, Thur. - GEN
June 8, Fri. - LH2

Beaufort

Sleep Inn
2523 Boundary St., Hwy 21, 29906
Aug. 7, Tues - GEN
Aug. 8, Wed - LH2

Charleston

Radisson Hotel
5991 Rivers Ave., 29406
Mar. 20, Tues. - GEN
Mar. 21, Wed. - PC
Nov. 6, Tues. - GEN
Nov. 7, Wed. - LH1

Columbia

Clarion Hotel Downtown
1615 Gervais St., 29201
Apr. 17, Tues. - LH2
Apr. 18, Wed. - GEN
Aug. 16, Thur. - PC
Aug. 17, Fri. - GEN
Dec. 11, Tues. - LH1
Dec. 12, Wed. - GEN

Florence

Country Inn & Suites
1739 Mandeville Rd., 29501
Feb. 14, Tues. - LH1
Feb. 15, Wed. - GEN
Sept. 6, Thur. - GEN
Sept. 7, Fri. - PC

Greenville

Mariott Greenville
One Parkway East, 29615
May 24, Thur. - GEN
May 25, Fri. - LH1
Oct. 11, Thur. - GEN
Oct. 12, Fri. - PC

Myrtle Beach

Country Inn & Suites
3516 Waccamaw Blvd., 29579
May 15, Tues. - GEN
May 16, Wed. - PC
Nov. 15, Thur. - GEN
Nov. 16, Fri. - LH2

Orangeburg

Holiday Inn Express
118 Sleep Inn Rd., 29115
July 12, Thur. - GEN
July 13, Fri. - LH1

Rock Hill

Wingate Inn
760 Galleria Blvd., 29730
June 13, Wed. - GEN
June 14, Thur. - LH2
Nov. 27, Tues. - GEN
Nov. 28, Wed. - PC

Spartanburg

Clarion (FKA Radisson Hotel & Suites)
9027 Fairforest Rd., 29301
Apr. 12, Thur. - GEN
Apr. 13, Fri. - PC
Dec. 6, Thur. - GEN
Dec. 7, Fri. - LH1

Sumter

Hampton Inn Sumter
1370 Broad St. Ext., 29150
July 17, Tues. - GEN
July 18, Wed. - LH2

GENERAL DAY

Ethics - The Main Tool of Professionalism
8:30am-12:30pm, Ethics-120930, 4 cr.
Fulfills the ethics requirement.

Ethics - How to Deal with the New Technological World
1:30-5:30pm, Ethics-120926, 4 cr.
Fulfills the ethics requirement.

LH 1 DAY

Long Term Care Review
8:30am-12:30pm, LTCP-117762, 4 cr.
Satisfies SC LTC requirement.

The Life/Health Agent and Business Markets
1:30-5:30pm, LAH-120922, 4 cr.

LH 2 DAY

Ins and Outs of Insurance Premium Financing
8:30am-12:30pm, LH120928, 4 cr.

Annuity Basics
1:30-5:30pm, LAH124823, 4 cr.

PC DAY

The Nature of Insurance
8:30am-12:30pm, PC-120924, 4 cr.

Exploring the Claims Side of the Ins. Industry
1:30-5:30pm, PC-120918, 4 cr.

CLASSROOM TUITION

Credits	Former Student 20% Discount*	Regular Tuition
4	\$ 32.00	\$ 40
8	\$ 60.00	\$ 75
12	\$ 84.00	\$105
16	\$108.00	\$135
20	\$132.00	\$165
24	WOW! \$156.00	\$195

*Must have been enrolled with Cape during a previous biennium to qualify for discounted pricing. Former student status will be verified upon receipt of registration.

Interested in becoming an instructor?
CALL 888-729-1075

South Carolina Insurance Continuing Education Registration Form

4 WAYS TO REGISTER ~ MAIL: Cape Processing Center, PO Box 169, Buckingham, VA 23921 • TEL: 888-729-1075

FAX: 888-303-1828 (cr. cards only) • ONLINE: www.capeschool.com

STUDENT INFORMATION

License #: _____

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone (day): _____ Fax #: _____

Email: _____

Email Confirmation

PAYMENT INFORMATION

Check (to Cape) Visa Master Card American Express

Discover

CC#: _____ Exp. _____

Cardholder name (print): _____

Signature: _____

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

+ \$3.75/written book + Shipping* \$ _____

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

Total Amt Enclosed \$ _____

CLASSROOM COURSES

Fill in location and class date below.

GENERAL DAY - ALL LICENSE TYPES *Fulfills the ethics req.*

AM Loc _____ Date _____ 4 cr.

PM Loc _____ Date _____ 4 cr.

LH 1 DAY - LIFE/HEALTH

AM Loc _____ Date _____ 4 cr.

PM Loc _____ Date _____ 4 cr.

LH 2 DAY - LIFE/HEALTH

AM Loc _____ Date _____ 4 cr.

PM Loc _____ Date _____ 4 cr.

PC DAY - PROPERTY/CASUALTY

AM Loc _____ Date _____ 4 cr.

PM Loc _____ Date _____ 4 cr.

NEW! 20% Off for Former Students Now Applies to Self-Studies, too!

SELF-STUDY COURSES

NEW MONITOR REQUIREMENTS!

Self-study exams no longer require a state approved monitor. Exams may be monitored by a disinterested 3rd party. (i.e. Someone who has no business or family connection with the student.)

Prices shown are online prices. Please add \$3.75 per book plus shipping for written self-study orders.

24 cr. - Only \$39 - Our Lowest Price Ever!

Text Courses

- 4 cr. # SC LTC Refresher Training Course.....\$14
LTCP-117759
- 4 cr. • Understanding Annuity Products.....\$14
LAH-124825
- 8 cr. # SC LTC Initial Training Course.....\$26
LTCP-117757
- 16 cr. Life Health Collection.....\$38
LAH-121798
- 16 cr. PC Collection.....\$38
PC-121816

Interactive Online Courses

www.capeschool.com

- 2 cr. Flood Insurance Training for Agents.....\$7
PC-113120
- 3 cr. Everyday Law for Insurance Agents.....\$10.50
LAH-105559
- 3 cr. Everyday Law for PC Insurance Agents.....\$10.50
PC-105561
- 4 cr. Group Insurance Concepts, LAH-105575.....\$14
- 4 cr. + Ethics: A Practical Guide, ETH-121796.....\$14
- 6 cr. LTC: Addressing Senior Needs.....\$19.50
LAH-121800
- 8 cr. Automobile Insurance Coverage.....\$26
PC-113119

Visit www.capeschool.com for a complete list.

- + Fulfills the ethics requirement.
- Meets the 4 hour annuity requirement.
- # Fulfills the SC LTC Partnership requirement.

CAPE POLICIES

Pre-Registering: 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.

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!

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, please call and 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. There are no refunds for "no-shows".

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. There is a \$10 charge for replacement certificates.

Fees: Same Day Credit Reporting, \$10. Returned Check Fee, \$25. Replacement Certificates, \$10. Same Day Fax Grading for Self-Study, \$18. Classroom Walk-in Fee, \$20. Reschedule fee for all "no-shows," \$20. Non-Refundable fee for CE refunds, \$25. Non-Refundable fee for Pre-license refunds, \$50. NO REFUNDS for "No-Shows".

Classroom Courses: Agents may obtain up to 100% of their required credits via classroom courses. Cape offers 1 General Day to fulfill the ethics requirement for LH and PC agents and 1 LH day which fulfills the SC LTC 4 credit requirement. The other two class days include a LH specific day and a PC specific day. Classroom courses are conducted by instructors as seminars and are interactive, interesting sessions.

Self-Study Courses: Agents may obtain up to 100% of their required credits through distance learning self-study courses. Self-study courses contain a 50 question multiple choice exam. The exam must be monitored by a disinterested third party. Please add \$3.75 per course for written books.

Cape's Guarantee: If for any reason you are unable to complete your self-study course, you may cancel anytime before taking the exam and apply monies paid toward any Cape course offered in South Carolina.

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!

SOUTH CAROLINA STATE REQUIREMENTS

State Requirements

Effective January 1, 2011 - Resident agents must comply each two-year period **ending with the producer's month and year of birth.** Producers born in an even numbered year must comply by the end of the birth month in even numbered years. Producers born in an odd numbered year must comply by the end of the birth month in odd numbered years. An individual may not negotiate, sell or solicit long term care insurance unless they take the 8 hr. Initial Training, then complete at least 4 credit hours every 24 months thereafter. Please see the SCDOI website for more information on this transition.

Important Information You Need To Know for the 2012-2013 Cycle!

- Producers must comply every two (2) years. Those born in an even numbered year must complete their CE requirements by the last date of their birth month on the even numbered year. Those born in an odd numbered year must complete their CE requirements by the last date of their birth month on an odd numbered year.
- **Producers who are required to comply in 2011** must complete 12 hours of CE. Three (3) of those hours must be in Ethics.
- **After 2011, producers must complete 24 hours** of continuing education including a minimum of 3 hours of Ethics and 8 hours for each line they hold.
- Producers must pay the biennial recordkeeping fee to the Continuing Education Administrator by the deadline or the producer license will lapse.
- Multi-line producers must complete twenty-four (24) hours of CE Credits. A minimum of eight (8) credit hours must be completed in each line of authority and a minimum of three (3) credit hours of Ethics.
- Up to 18 CE hours in excess of the Compliance period may be carried over and applied to the next compliance period.
- Licensed insurance producers can check their continuing education status by calling Prometric at 1-800-490-6551.

**Prometric, Attn: South Carolina CE,
1260 Energy Lane, St. Paul, MN 55108-5252**

If you have questions about Scheduling or
Course Information call 888-729-1075

**Thank You for giving Cape the opportunity to serve
your continuing education needs!**

Let Cape Come to You!

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:
888-729-1075, ext. 112.

✪ **BEST DEAL** ✪

Complete Your 2012 CE Requirement with

**Cape's 24 credit
Self-Study Package***

Only \$39

Choose from a variety of courses.

* Fulfills SC 2012 CE Req. for all license types. Includes Ethics.

www.capeschool.com