



Cape School

Wisconsin Insurance Continuing Education

PO BOX 169, BUCKINGHAM, VA 23921

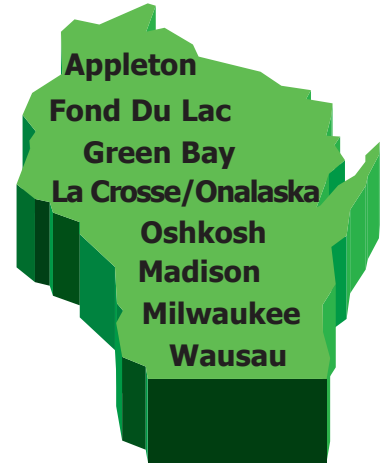
## Wisconsin Insurance Continuing Education for 2012

*Save Over The Competition with Cape! We Dare You To Compare Prices!!*

**Former Students Receive 20% Off Classroom & Self-Study Tuition!**

**Early Birds Receive 10% off Classroom Tuition.**

(Early Birds must register by 2-28-12).



**Tel. 800-585-5509**

**www.capeschool.com**

**Fax 888-303-1828**

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.
- Up to **24 credits** – only **\$39**. **WOW!** *Our lowest price ever!*

**Interested in becoming an instructor? Call Cape!**

**800-585-5509**

**www.capeschool.com**



# Wisconsin Insurance CE 2012 Classroom Schedule

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 EVERYTHING! ALL COURSES ARE STATE APPROVED! 8 CREDITS EACH DAY!**

See tuition at right for discounts!

## Appleton

LaQuinta Inn & Suites  
3800 W College Ave.,  
54914

Apr. 10, Tue. - A Day  
Apr. 11, Wed. - C Day  
Oct. 18, Thu. - B Day  
Oct. 19, Fri. - D Day

## Fond Du Lac

Ramada Plaza Hotel  
One North Main Street,  
54935

June 7, Thu. - B Day  
June 8, Fri. - D Day  
Dec. 11, Tue. - A Day  
Dec. 12, Wed. - C Day

## Green Bay

Hilton Garden Inn  
1015 Lombardi Ave.,  
54304

Mar. 6, Tue. - A Day  
Mar. 7, Wed. - C Day  
July 17, Tue. - A Day  
July 18, Wed. - C Day  
Nov. 15, Thu. - B Day  
Nov. 16, Fri. - D Day

## La Crosse/ Onalaska

Hampton Inn  
308 Hampton Court, 54650

Feb. 23, Thu. - A Day  
Feb. 24, Fri. - C Day  
June 12, Tue. - B Day  
June 13, Wed. - D Day  
Sept. 13, Thu. - A Day  
Sept. 14, Fri. - C Day

## Madison

Sheraton Madison Hotel  
706 John Nolen Drive,  
53713

Mar. 15, Thu. - B Day  
Mar. 16, Fri. - D Day  
May 15, Tue. - A Day  
May 16, Wed. - C Day  
July 26, Thu. - A Day  
July 27, Fri. - C Day  
Oct. 9, Tue. - A Day  
Oct. 10, Wed. - D Day

## Milwaukee

Sheraton Milwaukee  
Brookfield  
375 S. Moorland Road,  
53005

Jan. 19, Thu. - A Day  
Jan. 20, Fri. - C Day  
Feb. 16, Thu. - B Day  
Feb. 17, Fri. - D Day  
Mar. 20, Tue. - A Day  
Mar. 21, Wed. - C Day  
Apr. 26, Thu. - A Day  
Apr. 27, Fri. - C Day  
June 19, Tue. - A Day  
June 20, Wed. - C Day  
July 10, Tue. - B Day  
July 11, Wed. - D Day  
Aug. 16, Thu. - A Day  
Aug. 17, Fri. - B Day  
Sept. 18, Tue. - B Day  
Sept. 19, Wed. - D Day  
Oct. 25, Thu. - B Day  
Oct. 26, Fri. - C Day  
Nov. 27, Tue. - A Day  
Nov. 28, Wed. - C Day

## Oshkosh

Hilton Garden Inn  
1355 W. 20th Ave., 54902

Feb. 21, Tue. - B Day  
Feb. 22, Wed. - D Day  
Aug. 7, Tue. - A Day  
Aug. 8, Wed. - C Day

## Wausau

Westwood Conference Ctr.,  
1800 Westwood Center  
Blvd, 54401

May 24, Thu. - B Day  
May 25, Fri. - D Day  
Dec. 13, Thu. - A Day  
Dec. 14, Fri. - C Day



## CLASSROOM DISCOUNTS

Former Students -  
20% Off

Early Birds -  
10% Off \*

\*Exp. 2-28-12.  
Offers may not be combined.

**NO TIME  
FOR  
CLASS?**

**Try our  
self-studies.**

**Complete your  
entire CE  
requirement  
with one  
24-credit  
Self-Study  
Course - or mix  
& match.**

**Only \$39.  
Wow!**

**Former  
Students -  
Only \$31.<sup>20</sup>**

### 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." See "Wisconsin Requirements" on back page for more information.*

**www.sircon.com • 877-876-4430**

A DAY	B DAY	C DAY	D DAY
<b>Ethics - The Main Tool of Professionalism</b> 4 cr., 8:30am-12:30pm <i>Satisfies WI ethics requirement.</i> <b>Ins and Outs of Insurance Premiums</b> 4 cr., 1pm-5pm	<b>Ethics - How to Deal with the New Technological World</b> 4 cr., 8:30am-12:30pm <i>Satisfies WI ethics requirement.</i> <b>The Nature of Insurance</b> 4 cr., 1pm-5pm	<b>Long Term Care Review - Wisconsin</b> 4 cr., 8:30am-12:30pm <i>Satisfies WI LTCP requirement.</i> <b>Annuities for Wisconsin Students</b> 4 cr., 1pm-5pm <i>Satisfies Annuity Suitability req.</i>	<b>All About Surplus Lines</b> 4 cr., 8:30am-12:30pm <b>Exploring the Claims Side of the Insurance Industry</b> 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 - 2012

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

## 4 WAYS TO REGISTER

MAIL: Cape Processing Center, PO Box 169, Buckingham, VA 23921 • TEL: 800-585-5509

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

Questions? Call Cape 800-585-5509 or email us: [questions@capeschool.com](mailto:questions@capeschool.com)

## Classroom Tuition

Credits	Reg.	Early Bird (EXP2-28-12)	Former Student
		10% Off	20% Off
4	\$ 65	\$ 58.50	\$ 52.00
8	\$109	\$ 98.10	\$ 87.20
12	\$174	\$156.60	\$139.20
16	\$199	\$179.10	\$159.20
20	\$209	\$188.10	\$167.20
24	\$209	\$188.10	\$167.20

PLEASE NOTE: Specials may not be combined. 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. Prices shown are online prices.

Please add \$3.75 per book plus shipping for written self-study orders (see shipping box on reg. form).

Please ✓ desired courses.

GENERAL (All License Types)

**Best Value!**

- 24 cr. \$39 \*General Ins. Digest I
- 24 cr. \$39 \*LH Gallery IV
- 24 cr. \$39 PC Gallery
- 24 cr. \$39 \*PC Gallery IV
- 16 cr. \$37.50 \*LH Collection: Focus on Medical Coverage
- 16 cr. \$37.50 LH Medley
- 16 cr. \$37.50 \*PC Collection: Focus on Personal Coverage
- 16 cr. \$37.50 PC Medley
- 2 cr. \$ 7.00 Medicare Part D
- 3 cr. \$10.50 General Insurance Principles
- 4 cr. \$14.00 \*Ethics for the Field of Insurance
- 4 cr. \$14.00 \*Ethics: A Practical Guide
- 4 cr. \$14.00 Insurance as a Social Instrument
- 4 cr. \$14.00 ● 4.0 WI LTC Refresher Training Course
- 5 cr. \$17.50 **Wisconsin Annuities (satisfies Annuity req.)**
- 6 cr. \$19.50 Everyday Law for Insurance Agents
- 6 cr. \$19.50 Group Insurance Concepts
- 6 cr. \$19.50 Ins. Fraud: Problems and Preventions
- 8 cr. \$26.00 Commercial Coverages
- 8 cr. \$26.00 Disability Income Insurance
- 8 cr. \$26.00 Errors and Omissions Insurance
- 8 cr. \$26.00 Homeowners Insurance Coverage
- 8 cr. \$26.00 Life Insurance Fundamentals
- 8 cr. \$26.00 ● 8.0 WI LTC Initial Training Course
- 8 cr. \$26.00 Underwriting: Write it Right
- 9 cr. \$29.25 Identity Theft Insurance
- 10 cr. \$30.00 Property/Casualty Primer and Practice
- 11 cr. \$33.00 Life and Health Skills & Practices
- 12 cr. \$36.00 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 transfer to any Cape classroom course offered in WI.

## STUDENT INFORMATION

License # (s) \_\_\_\_\_ Exp \_\_\_\_\_

NPN \_\_\_\_\_

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 \$ \_\_\_\_\_

Written book fee (\$3.75 ea.)  
+ shipping \$ \_\_\_\_\_

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

2012-1

Tel. 800-585-5509

www.capeschool.com

Fax: 888-303-1828

# 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 administrative fee for CE refunds
\$18 - Same Day Grading	\$20 - Walk-in Fee	\$50 - Non-Refundable administrative 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. **New annuity requirement:** Existing life agents on 5/1/11, who sell annuities must complete 4 hours of approved annuity training within 6 months, by Nov. 1, 2011. Newly licensed life agents on or after 5/1/11, have to complete the training before they can sell annuities.

An **approved proctor** for self-study courses is an impartial, *disinterested third party or currently licensed agent with no family or financial relationship to the student*. The proctor shall verify the agent's identity and complete an affidavit testifying that the agent received no outside assistance.

 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, 2011 and a licensee born May 5 with a license issuance year of 1978 would expire May 31, 2012. Agents must have their credits banked by their expiration date.

 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). Students may view their current CE transcript by logging onto [www.sircon.com/wisconsin](http://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](http://www.capeschool.com)

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

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