

2020 Virginia Insurance CE Classroom Schedule

G1 Day

8:30a-12:30p

Applying Ethical Principles to
Your Insurance Business
- 4 ETH

1:30p-5:30p

Taming Underwriting
Requirements with Technology
- 4 OGI

G2 Day

8:30a-12:30p

Legal Conflict
Resolution in Insurance
- 4 OGI

1:30p-5:30p

Integrated Insurance Ethics:
Resolving Ethical Dilemmas
- 4 ETH

LH-1 Day

8:30a-12:30p

Understanding the Dynamic
Health Insurance Market
- 4 LH

1:30p-5:30p

Voluntary Benefits:
Complement Core Offerings
- 4 LH

LH-2 Day

8:30a-12:30p

Annuity Basics
- 4 ANN (LH)

1:30p-5:30p

Long Term Care Review
- 4 LTC (LH)

PC Day

8:30a-12:30p

Responsible Protection:
Umbrella Liability
4 PC

1:30p-5:30p

Terrorism Risk Insurance:
Mitigating Vulnerability
- 4 PC

Abingdon

SW VA Higher
Education Center

Mar. 24 Tue.....G1
Mar. 25 Wed.....G2
May 07 Thu.....G1
May 08 Fri.....LH 1
Oct. 06 Tue.....G2
Oct. 07 Wed.....PC
Nov. 12 Thu.....G1
Nov. 13 Fri.....LH 1

Alexandria

Hampton Inn & Suites
Old Town

Oct. 22 Thu.....G1
Oct. 23 Fri.....LH 1
Nov. 19 Thu.....G1
Nov. 20 Fri.....G2

Charlottesville

Holiday Inn University

May 05 Tue.....G1
May 06 Wed.....G2
Oct. 20 Tue.....G2
Oct. 21 Wed.....PC
Nov. 05 Thu.....G1
Nov. 06 Fri.....LH 1

Fairfax

Comfort Inn University
Center

Mar. 17 Tue.....G2
Mar. 18 Wed.....PC
Apr. 16 Thu.....G1
Apr. 17 Fri.....LH 1
May 19 Tue.....G1
May 20 Wed.....G2
Jun. 11 Thu.....G2
Jun. 12 Fri.....PC
Jul. 14 Tue.....G1
Jul. 15 Wed.....LH 1
Aug. 20 Thu.....G1
Aug. 21 Fri.....G2
Sep. 22 Tue.....G2
Sep. 23 Wed.....PC
Oct. 15 Thu.....G1
Oct. 16 Fri.....LH 2
Nov. 05 Thu.....G1
Nov. 06 Fri.....LH 1
Nov. 17 Tue.....G2
Nov. 18 Wed.....PC
Dec. 10 Thu.....G1
Dec. 11 Fri.....G2

Farmville

Hampton Inn

Oct. 08 Thu.....G1
Oct. 09 Fri.....G2
Nov. 17 Tue.....G1
Nov. 18 Wed.....LH 1

Fredericksburg

Hospitality House Hotel
and Conference Center

Mar. 26 Thu.....G1
Mar. 27 Fri.....G2
Sep. 24 Thu.....G1
Sep. 25 Fri.....LH 1
Nov. 17 Tue.....G1
Nov. 18 Wed.....G2

Hampton

Embassy Suites/Hampton
Roads Conv. Center

Apr. 14 Tue.....G1
Apr. 15 Wed.....G2
Sep. 29 Tue.....G2
Sep. 30 Wed.....PC
Nov. 11 Wed.....G1
Nov. 12 Thu.....LH 1

Harrisonburg

Courtyard by Marriott

Sep. 10 Thu.....G2
Sep. 11 Fri.....PC
Oct. 27 Tue.....G1
Oct. 28 Wed.....LH 1

Lynchburg

Hampton Inn & Suites

May 19 Tue.....G1
May 20 Wed.....G2
Sep. 22 Tue.....G1
Sep. 23 Wed.....LH 1
Nov. 10 Tue.....G1
Nov. 11 Wed.....G2

Manassas

Hampton Inn

May 05 Tue.....G1
May 06 Wed.....LH 2
Jul. 28 Tue.....G1
Jul. 29 Wed.....G2
Sep. 29 Tue.....G1
Sep. 30 Wed.....LH 1
Nov. 12 Thu.....G2
Nov. 13 Fri.....PC

Martinsville

Quality Inn Dutch Inn

Oct. 27 Tue.....G1
Oct. 28 Wed.....G2
Nov. 18 Wed.....G1
Nov. 19 Thu.....LH 1

Midlothian

Hyatt Place Richmond
Arboretum

Apr. 23 Thu.....G1
Apr. 24 Fri.....LH 1
Jun. 10 Wed.....G2
Jun. 11 Thu.....PC
Sep. 17 Thu.....G1
Sep. 18 Fri.....LH 1
Oct. 07 Wed.....G2
Oct. 08 Thu.....PC
Nov. 04 Wed.....G1
Nov. 05 Thu.....G2

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LH-2 Day

8:30a-12:30p

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1:30p-5:30p

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- 4 LTC (LH)

PC Day

8:30a-12:30p

Responsible Protection:
Umbrella Liability
4 PC

1:30p-5:30p

Terrorism Risk Insurance:
Mitigating Vulnerability
- 4 PC

Norfolk

Residence Inn

Oct. 13 Tue.....G1
Oct. 14 Wed.....LH 1
Nov. 04 Wed.....G2
Nov. 05 Thu.....PC

Richmond

Moseley Flint Schools

Mar. 10 Tue.....G1
Mar. 11 Wed.....LH 1
Apr. 07 Tue.....G2
Apr. 08 Wed.....PC
May 14 Thu.....G1
May 15 Fri.....LH 2
Jun. 18 Thu.....G1
Jun. 19 Fri.....LH 1
Jul. 21 Tue.....G2
Jul. 22 Wed.....PC
Aug. 27 Thu.....G1
Aug. 28 Fri.....LH 1
Sep. 23 Wed.....G2
Sep. 24 Thu.....PC
Oct. 22 Thu.....G1
Oct. 23 Fri.....LH 2
Nov. 09 Mon.....G2
Nov. 10 Tue.....PC
Nov. 19 Thu.....G1
Nov. 20 Fri.....LH 1
Dec. 16 Wed.....G1
Dec. 17 Thu.....G2

Roanoke

Holiday Inn Tanglewood

Mar. 12 Thu.....G2
Mar. 13 Fri.....PC
Apr. 22 Wed.....G1
Apr. 23 Thu.....LH 1
May 14 Thu.....G2
May 15 Fri.....PC
Jun. 23 Tue.....G1
Jun. 24 Wed.....LH 2
Jul. 16 Thu.....G2
Jul. 17 Fri.....PC
Aug. 11 Tue.....G1
Aug. 12 Wed.....LH 1
Sep. 24 Thu.....G2
Sep. 25 Fri.....PC
Oct. 13 Tue.....G1
Oct. 14 Wed.....LH 2
Nov. 05 Thu.....G1
Nov. 06 Fri.....LH 1
Nov. 16 Mon.....G2
Nov. 17 Tue.....PC
Dec. 08 Tue.....G1
Dec. 09 Wed.....G2

Tysons Corner

Hilton Garden Inn

Apr. 09 Thu.....G1
Apr. 10 Fri.....G2
Oct. 08 Thu.....G2
Oct. 09 Fri.....PC
Nov. 09 Mon.....G1
Nov. 10 Tue.....LH 1

VA Beach

DoubleTree by Hilton

Mar. 26 Thu.....G1
Mar. 27 Fri.....LH 1
May 12 Tue.....G2
May 13 Wed.....PC
Jul. 23 Thu.....G1
Jul. 24 Fri.....G2
Sep. 17 Thu.....G1
Sep. 18 Fri.....LH 2
Oct. 20 Tue.....G2
Oct. 21 Wed.....PC
Nov. 19 Thu.....G1
Nov. 20 Fri.....LH 1
Dec. 15 Tue.....G1
Dec. 16 Wed.....G2

Williamsburg

Embassy Suites

Oct. 13 Tue.....G1
Oct. 14 Wed.....LH 1
Nov. 11 Wed.....G2
Nov. 12 Thu.....PC

Winchester

Clarion Inn & Conference Ctr.

Apr. 09 Thu.....G1
Apr. 10 Fri.....G2
Oct. 15 Thu.....G2
Oct. 16 Fri.....PC
Nov. 16 Mon.....G1
Nov. 17 Tue.....LH 1

Wytheville

Holiday Inn Express

Sep. 15 Tue.....G1
Sep. 16 Wed.....LH 1
Nov. 10 Tue.....G2
Nov. 11 Wed.....PC

Registration Form - VA Insurance CE 2020

Please visit www.capeschool.com for Cape School policies prior to registration.
Copy and reproduce this registration form at will.

CLASSROOM TUITION

Credits	Former Student Price 10% off	Regular Price
4	\$49.50	\$55
8	\$81	\$90
12	\$108	\$120
16	\$135	\$150
20	\$162	\$180
24	\$179.10	\$199

RESCHEDULE POLICY: Seminars may be rescheduled (space available) with no penalty if Cape is notified 1 day prior to the scheduled seminar. "No Shows" are allowed 1 opportunity to reschedule with a \$20 reschedule fee.

REFUND POLICY: Requests for refunds must be received in our office 1 business day prior to the scheduled seminar. Cape will refund the tuition payment minus the \$25 administrative fee. There are no refunds for "no shows".

ATTENDANCE: Class starts at 8:30am Sharp! Walk-in registration starts at 8:00am. There is a \$20 walk-in fee if you are not pre-registered.

FORMER STUDENTS

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

Students must have enrolled with Cape during a previous biennium in order to receive discounted pricing off tuition. We will verify FS status upon receipt of Registration. Only FS will be eligible for the FS Discount.

STUDENT INFORMATION

Mail: Cape Processing Center, PO Box 169, Buckingham, VA 23921 **Fax or Email:** 888-303-1828 or info@capeschool.com (credit card only)

NPN #: _____ **Exp:** _____

Name: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Phone (day): _____ **Fax:** _____

Email: _____ ☐ email confirmation

CLASSROOM COURSES

- G1 AM Applying Ethical Principles to Your Insurance Business
- PM Taming Underwriting Requirements with Technology
- G2 AM Legal Conflict Resolution in Insurance
- PM Integrated Insurance Ethics: Resolving Ethical Dilemmas
- LH1 AM Understanding the Dynamic Health Insurance Market
- PM Voluntary Benefits: Complement Core Offerings
- PC AM Responsible Protection: Umbrella Liability
- PM Terrorism Risk Insurance: Mitigating Vulnerability
- LH2 AM Annuity Basics
- PM Long Term Care Review

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

LOC. **DATE**

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

WEBINAR COURSES

24 credits - regular price \$240

35% off 24 credit package = \$156.

Former student and early bird discounts only apply to 14 or fewer webinar credit hours.

PAYMENT INFORMATION

☐ Check (to Cape) ☐ Visa ☐ MCard ☐ AmEx ☐ Disc

CC#: _____ **Exp:** _____

Cardholder name (print): _____

Signature: _____

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

SHIPPING Please add a flat fee of \$7 (+\$1 ea. add'l. book) if ordering written self-study materials.
Shipping fees are non-refundable.

Written book fee (\$3.75 ea.) + Shipping \$ _____

Total Amount Enclosed \$ _____

Tel. 800.729.7363

www.capeschool.com

Fax 888.303.1828