



# Wisconsin Seminar CE In 2010

## Mini-Marathons Return

Agents are raving about the Mini-Marathons we introduced in 2009. In 2010 we are enhancing them by adding a working lunch.

- **3 three-credit courses in one day.** Earn 3, 6, or 9 credits.
- Presented **quarterly at six locations** throughout the state.
- **Ethics credits** presented each day; E&O twice a year.
- **Working lunch** added in the middle section in 2010.

Sign up today for the best value in CE.

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### Mini-Marathon – 9 Credits - Six Locations

*Same Client – New Exposures* 7:30 – 10:15 3 Credits  
*Principles That Drive Auto* 10:45 – 1:30 3 Credits (Working lunch included)  
*Fifty Ways to Lose a Customer* 2:00 – 4:45 3 Ethics or General Credits

Feb 16 **Eau Claire** Feb 18 **Appleton** Feb 19 **Milwaukee**  
 Mar 23 **Wausau** Mar 24 **Madison** Mar 25 **Racine**

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### Mini-Marathon – 9 Credits - Six Locations

*Innovative Coverages* 7:30 – 10:15 3 Credits  
*Competing with the Internet* 10:45 – 1:30 3 Credits (Working lunch included)  
*Ethics in the Digital Age* 2:00 – 4:45 3 Ethics or General Credits

April 13 **Eau Claire** April 15 **Milwaukee** May 12 **Racine**  
 May 13 **Appleton** June 2 **Wausau** June 3 **Madison**

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### Mini-Marathon – 9 Credits - Milwaukee Only

*Know What's Uninsurable* 7:30 – 10:15 3 Credits  
*Data, Depreciation, Deductibles & Documentation* 10:45 – 1:30 3 Credits (Working lunch included)  
*The Ethics of Competition* 2:00 – 4:45 3 Ethics or General Credits

June 24 **Milwaukee**

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### Mini-Marathon – 9 Credits - Six Locations

*It's Not Good Service; It's E&O* 7:30 – 10:15 3 Credits  
*Substantiation Frustration* 10:45 – 1:30 3 Credits (Working lunch included)  
*Developing a Client-Focused Approach* 2:00 – 4:45 3 Ethics or General Credits

July 8 **Eau Claire** August 10 **Appleton** August 12 **Racine**  
 August 26 **Milwaukee** September 8 **Wausau** September 9 **Madison**

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**Mini-Marathon – 9 Credits - Six Locations**

*E&O: When Your Carrier Sues* 7:30 – 10:15 3 Credits  
*Liability Principles* 10:45 – 1:30 3 Credits (Working lunch included)  
*The Winning Ethical Virtues* 2:00 – 4:45 3 Ethics or General Credits

Oct 5 Eau Claire Oct 7 Milwaukee Nov 9 Appleton  
Nov 11 Racine Dec 9 Wausau Dec 10 Madison

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**Mini-Marathon – 9 Credits - Milwaukee Only**

*What I Learned From Claims Magazine* 7:30 – 10:15 3 Credits  
*Condos, Campers, Computers, & Chinese Drywall*  
1:30 3 Credits (Working lunch included)  
*The Ethics of the Insured* 2:00 – 4:45 3 Ethics or General Credits

Dec 7 Milwaukee

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**Price: \$15 per credit**

Refund in full if cancelled at least 24 hours before seminar.  
Cancellation within 24 hours – 75% refund. No refund for no-shows.  
Substitutions at any time.

**BY MAIL:**  
The Van Wyhe Group  
P O Box 4130  
Waukesha, WI 53187

**BY FAX:**  
1-800-476-2945

**Questions:** Call Angela  
800-326-4741

**www.insurancece.com**

**Name:** \_\_\_\_\_  
**Lic #:** \_\_\_\_\_ **Date Attending:** \_\_\_\_\_  
**Mini-Marathon Section:** \_\_\_#1 \_\_\_#2 \_\_\_#3  
**Marathon Section:** \_\_\_#1 \_\_\_#2 \_\_\_#3 \_\_\_#4  
**Agency:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_  
**Tele:** \_\_\_\_\_ **Fax:** \_\_\_\_\_  
**SEND CHECK or charge to MC** \_\_\_\_\_ **Visa** \_\_\_\_\_  
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