

# THE INSTITUTES 2020 ORDER FORM FOR STUDY MATERIALS: EDITION 4 — ASIA

Prices and availability are subject to change.

The Institutes | 720 Providence Road | Suite 100 | Malvern, PA 19355-3433  
 Tel: (610) 644-2100 (8 AM – 6 PM eastern time, weekdays) | Fax: (610) 640-9576  
 Email: CustomerSuccess@TheInstitutes.org



The Institutes' courses and programs are dynamic. To provide industry professionals with the knowledge needed to drive powerful business results, The Institutes continuously review and revise technical content and delivery methods based on current industry needs and practices. Therefore, course topics, program requirements, and pricing are subject to change at any time. If you are uncertain about your study materials or wish to get the latest course and program information, check The Institutes' Website, TheInstitutes.org or email questions to CustomerSuccess@TheInstitutes.org.

TO ORDER YOUR STUDY MATERIALS:		
1. Indicate when you plan to take your exam.	5. Add up your order value on the back, and enter the sum in the order value blank below.	Once you complete the form, you can fax your completed form to (610) 725-1019 or email contract@TheInstitutes.org.  To help us avoid duplicating your order, please do not fax the same order more than once; do not fax and email the same order.
2. If this order is to be billed, fill out the account number, purchase order number, and billing address.	6. Add the order value, figure discount if applicable, add shipping and handling costs, and select a payment method. See page 2 for shipping information.	
3. Provide your shipping address.		
4. Select your study materials.		

**1. PLEASE INDICATE THE MONTH/YEAR IN WHICH YOU PLAN TO TAKE YOUR EXAM**

January 15–March 15, 2021     
  April 15–June 15, 2021     
  July 15–September 15, 2020     
  October 15–December 15, 2020

**2. BILL TO (COMPLETE ALL FIELDS):**

(Established accounts only. All other orders must be prepaid. Please direct questions about establishing an account to Accounts Receivable.)

<input type="text"/>	<input type="text"/>
<b>Billing Account #</b>	<b>Purchase Order #</b>
Name—Please print clearly.	
Firm Name—if business address	
Address	
City and State	ZIP Code
Country	
<b>Daytime Phone Number</b> (Please include area code.)	

**3. SHIP TO:**

First Name
Last Name
Firm Name—if business address (business address preferred)
Street Address ( <b>Do not use PO Box.</b> )
City
<b>Country and Postal Code</b>
<b>Email Address</b> (Please read our privacy statement at TheInstitutes.org.)
Daytime Phone Number

**5. ORDER**

<b>Order Value</b> (from other side)	\$
<b>Discount</b> (15% discount on orders of \$1,500 or more if shipped to one address)	
<b>Net Order Value</b>	
<b>Shipping and Handling Charges</b> —Select your shipping and handling charges based on the destination of your order. (See options below for India, other countries in Asia, and Guam.)	
<b>INDIA Only</b>	
<input type="checkbox"/> 10% of the net order value for orders \$750 or less and shipped to one address	\$
<input type="checkbox"/> 8% of the net order value for orders over \$750 and shipped to one address	\$
Handling Charge—\$10 Per Order (Deliveries in India Only)	Add \$10 in India \$
<b>Other Countries in ASIA (NOT India)</b>	
<input type="checkbox"/> 15% of the net order value	\$
Handling Charge—\$25 Per Order (Deliveries to Countries in Asia Other Than India)	Add \$25 in Asia \$
<b>6. Guam</b> —Contact The Institutes for your best shipping option. Email us at Quotes@TheInstitutes.org	
<b>Subtotal</b> (Net Amount plus Shipping and Handling)	\$
<b>Total Amount Enclosed</b> (Must be paid in U.S. funds, charged to a billing account, or charge order to a credit card below.) Make checks payable to <b>The Institutes.</b>	\$

American Express   
  Diners Club   
  Discover   
  MasterCard   
  VISA

Account No. \_\_\_\_\_ Exp. Date \_\_\_\_\_ CSV \_\_\_\_\_  
 Cardholder's Signature \_\_\_\_\_ Billing Address Zip Code \_\_\_\_\_  
(mandatory on all charge orders)

**INSTITUTES USE ONLY:**  
 P    C    \$ \_\_\_\_\_ # \_\_\_\_\_ GF    AF    EX

4.

ITEM #	DESCRIPTION	QUANTITY	UNIT COST	AMOUNT
				\$
<b>Order Value (Carry this total to front of order form.)</b>				\$

You can register for Institutes online classes with this order form. If you are uncertain about your study materials, Visit our Website, TheInstitutes.org, call Customer Success at (610) 644-2100, or email questions to CustomerSuccess@TheInstitutes.org.

The Institutes' courses and programs are dynamic in nature. To provide industry professionals with the knowledge needed to drive powerful business results, The Institutes continuously review and revise technical content and delivery methods based on current industry needs and practices. Therefore course topics, program requirements, and pricing are subject to change at any time.

**SHIPPING AND HANDLING INFORMATION**

**All in-stock materials are shipped within five business days of our receiving the order.**

**Shipping to India**—Orders \$750 net or less (and shipped to one address) add 10% of the net order value plus \$10 handling charge. All orders over \$750 net (and shipped to one address) add 8% of the net order value plus \$10 handling charge.

**Shipping to all other countries in Asia, NOT India**—Add 15% of the net order value plus \$25 handling charge. There may be additional fees and/or taxes when the shipment passes through customs at the destination country. These charges are the responsibility of the package recipient.

**Shipping to Guam**—Contact The Institutes with your order via email for the best shipping option. Email us at Quotes@TheInstitutes.org.

**PRICES AND AVAILABILITY ARE SUBJECT TO CHANGE.**

The Institutes' courses and programs are dynamic. To provide industry professionals with the knowledge needed to drive powerful business results, The Institutes continuously review and revise technical content and delivery methods based on current industry needs and practices. Therefore, course topics, program requirements, and pricing are subject to change at any time. If you are uncertain about your study materials or wish to get the latest course and program information, check The Institutes' Website, TheInstitutes.org, call Customer Success at (610) 644-2100, or email questions to CustomerSuccess@TheInstitutes.org.

**THE INSTITUTES 2020 ORDER FORM FOR STUDY MATERIALS: EDITION 4—ASIA**

Prices for new items are effective immediately. Course topics, program requirements, and pricing are subject to change at any time.  
 The Institutes | 720 Providence Road | Suite 100 | Malvern, PA 19355-3433  
 Tel: (610) 644-2100 (8 AM – 6 PM eastern time, weekdays) | Fax: (610) 640-9576 (Do not mail copies of faxed orders.)  
 Email: CustomerSuccess@TheInstitutes.org • Order online at TheInstitutes.org



KEY TO ORDER FORM SYMBOLS	
▶ Revised/New Content.	* The studybook is a text/course guide combination.

STUDY MATERIALS		ITEM #	UNIT COST
<b>CPCU DESIGNATION PROGRAM (Foundation Courses)</b>			
CPCU 500	<b>Managing Evolving Risks</b>		
	▶ <b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I500CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C500	345
CPCU 520	<b>Connecting the Business of Insurance Operations</b>		
	▶ <b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I520CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C520	345
CPCU 530	<b>Navigating the Legal Landscape of Insurance</b>		
	▶ <b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I530CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C530	345
CPCU 540	<b>Impacting the Bottom Line of Insurance Financials</b>		
	▶ <b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I540CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C540	345

The Institutes' courses and programs are dynamic. To provide industry professionals with the knowledge needed to drive powerful business results, The Institutes continuously review and revise technical content and delivery methods based on current industry needs and practices. Therefore, course topics, program requirements, and pricing are subject to change at any time. If you are uncertain about your study materials or wish to get the latest course and program information, check The Institutes' Website, TheInstitutes.org, call Customer Success at (610) 644-2100, or email questions to CustomerSuccess@TheInstitutes.org.

STUDY MATERIALS		ITEM #	UNIT COST
<b>CPCU DESIGNATION PROGRAM (Concentration Courses)</b>			
CPCU 551	<b>Addressing Commercial Property Risk</b>		
	▶ <b>Online Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I551CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C551	345
CPCU 552	<b>Addressing Commercial Liability Risk</b>		
	▶ <b>Online Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I552CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C552	345
CPCU 553	<b>Understanding Personal Insurance and Finance</b>		
	▶ <b>Online Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I553CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C553	345
CPCU 555	<b>Developing Personal Insurance Solutions</b>		
	▶ <b>Online Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I555CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C555	345
CPCU 556	<b>Planning Personal Financial Strategies</b>		
	▶ <b>Online Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I556CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C556	345
CPCU 557	<b>Understanding Commercial Risk</b>		
	▶ <b>Online Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I557CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C557	345

STUDY MATERIALS		ITEM #	UNIT COST
<b>ASSOCIATE DESIGNATION PROGRAMS AND OTHER INSTITUTES COURSES</b>			
SM 18	<b>Basic Print Package (includes Text and Course Guide)</b>	I18RP	\$110
	Course Guide—Essentials of Supervision, 5th ed.	I1801	38
	Text—Essentials of Supervision, 3rd ed.	I1802	72
SM 19	<b>Basic Print Package (includes Text and Course Guide)</b>	I19RP	\$110
	Course Guide—Supervisory Skills, 4th ed.	I1901	38
	Text—Supervisory Skills, 3rd ed.	I1902	72
AINS 21	Property and Liability Insurance Principles		
	<b>Standard Package, 7th ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	I21SP	\$170
AINS 22	Personal Insurance		
	<b>Standard Package, 3rd ed. (includes Text, Course Guide, Online Course, Policy Handbook, and Practice Exam Access)</b>	I22SP	\$225
AINS 23	Commercial Insurance		
	<b>Standard Package, 5th ed. (includes Text, Course Guide, Online Course, Policy Handbook, and Practice Exam Access)</b>	I23SP	\$225
AINS 24	General Insurance for IT and Support Professionals		
	<b>Standard Package, 2nd ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	I24SP	\$175
AIS 25	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I25RP	\$110
	▶ Course Guide and Practice Exams Access—Delivering Insurance Services, 1st ed.	I2501	38
	▶ Text—Delivering Insurance Services, 4th ed.	I2502	72
API 28	Personal Insurance: Underwriting and Marketing Practices		
	<b>Standard Package, 2nd ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	I28SP	\$215
API 29	Personal Insurance: Portfolio Management		
	<b>Standard Package, 3rd ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	I29SP	\$215
AIC 30	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	IAIC30RP	\$200
	Course Guide—Claim Handling Principles and Practices, 2nd ed.	IAIC3001	62
	Text—Claim Handling Principles and Practices, 2nd ed.	IAIC3002	138
AIC 31	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I31RP	\$200
	Course Guide—Property Claims Practices, 2nd ed.	I3101	62
	Text—Property Claims Practices, 2nd ed.	I3102	138
AIC 32	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I32RP	\$200
	Course Guide—Liability Claims Practices, 3rd ed.	I3201	62
	Text—Liability Claims Practices, 3rd ed.	I3202	138
AIC 37	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I37RP	\$200
	Course Guide and Practice Exams Access—Managing Bodily Injury Claims, 2nd ed.	I3701	62
	Text—Managing Bodily Injury Claims, 2nd ed.	I3702	138
AIC 39	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I39RP	\$235
	Course Guide and Practice Exams Access—Auto Claims Practices, 2nd ed.	I3901	62
	Text—Auto Claims Practices, 2nd ed.	I3902	173
AIC 41	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I41RP	\$200
	Course Guide and Practice Exams Access—Property Coverages, 4th ed.	I4101	62
	Text—Property Coverages, 4th ed.	I4102	138

STUDY MATERIALS		ITEM #	UNIT COST
AIC 44	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	IAIC44RP	\$200
	Course Guide—Workers Compensation Claims Practices, 2nd ed.	IAIC4401	62
	Text—Workers Compensation Claims Practices, 2nd ed.	IAIC4402	138
AIC 47	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I47RP	\$200
	Course Guide—Claims Leadership and Organizational Alignment, 2nd ed.	I4701	62
	Text—Claims Leadership and Organizational Alignment, 2nd ed.	I4702	138
AIC 48	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I48RP	\$200
	Course Guide—Bodily Injury Claims and Auto Coverages, 1st ed.	I4801	62
	Text—Bodily Injury Claims and Auto Coverages, 1st ed.	I4802	138
AIC 49	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I49RP	\$200
	Course Guide—Bodily Injury Claims and Liability Coverages, 1st ed.	I4901	62
	Text—Bodily Injury Claims and Liability Coverages, 1st ed.	I4902	138
SPPA 30	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	ISPPA30RP	\$200
	Course Guide—Public Adjuster Claim Handling Principles and Practices, 1st ed.	ISPPA3001	62
	Text—Public Adjuster Claim Handling Principles and Practices, 1st ed.	ISPPA3002	138
AIM 40 ▶	<b>Basic Print Package (includes Text and Course Guide)</b>	IAIM40RP	\$255
	Course Guide—Management, 11th ed.	IAIM4001	84
	Text—Contemporary Management, 11th ed. (McGraw Hill) This book is shipped from Malvern, Pennsylvania. Shipping charges will be the actual cost. Please contact The Institutes for a quote.	IAIM4002	171
AIM 44	<b>Basic Print Package (includes Text and Course Guide)</b>	IAIM44RP	\$345
	Course Guide—Human Resource Management, 4th ed.	IAIM4401	84
	Text—Human Resource Management, 12th ed. (McGraw-Hill) This book is shipped from Malvern, Pennsylvania. Shipping charges will be the actual cost to ship from Pennsylvania, USA to Asia. Please contact The Institutes for a quote.	IAIM4402	261
AIM 45	<b>Managing Business Organizations Today</b> Students are required to correctly answer 150 multiple-choice questions based on articles posted on our Website to meet the AIM 45 course requirements. The course administration fee is \$385.	Contact Customer Success for details and enrollment.	
ARM 54	<i>(See successor course ARM 400 below)</i>		
ARM 55	<i>(See successor course ARM 401 below)</i>		
ARM 56	<i>(See successor course ARM 402 below)</i>		
ARM 400	<b>Risk in an Evolving World</b>		
	▶ <b>Online Bonus Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I400CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C400	345
ARM 401	<b>Holistically Assessing Risk</b>		
	▶ <b>Online Bonus Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I401CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C401	345
ARM 402	<b>Successfully Treating Risk</b>		
	▶ <b>Online Bonus Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I402CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C402	345

STUDY MATERIALS		ITEM #	UNIT COST
CYB 301	<b>Managing Cyber Risk</b>		
	▶ <b>Online Bonus Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I301CPB	\$425
	▶ <b>Online Only Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	IC301	345
AU 60	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I60RP	\$235
	Course Guide and Practice Exams Access—Commercial Underwriting Principles, 1st ed.	I6001	62
	Text—Commercial Underwriting Principles, 1st ed.	I6002	173
AU 61	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I61RP	\$235
	Course Guide and Practice Exams Access—Underwriting Commercial Property, 2nd ed.	I6101	62
	Text—Underwriting Commercial Property, 2nd ed.	I6102	173
AU 62	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I62RP	\$235
	Course Guide and Practice Exams Access—Underwriting Commercial Liability, 3rd ed.	I6201	62
	Text—Underwriting Commercial Liability, 3rd ed.	I6202	173
AU 67	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I67RP	\$235
	Course Guide and Practice Exams Access—Strategic Underwriting Techniques, 2nd ed.	I6701	62
	Text—Strategic Underwriting Techniques, 2nd ed.	I6702	173
AAI 81	<b>Basic Print Package (includes all 3 segments and the Policy Handbook for AAI 81)</b>	I81RP	\$330
	<b>Segment A Studybook*</b> —Principles of Insurance, 4th ed.	I8101	124
	<b>Segment B Studybook*</b> —Personal Insurance, 4th ed.	I8102	124
	<b>Segment C Studybook*</b> —Commercial Property Insurance, 5th ed.	I8103	124
	The Institutes' Handbook of Insurance Policies, 12th ed.	I9	50
AAI 82	<b>Basic Print Package (includes all 3 segments and the Policy Handbook for AAI 82)</b>	I82RP	\$330
	<b>Segment A Studybook*</b> —Commercial Liability Insurance, 5th ed.	I8201	124
	<b>Segment B Studybook*</b> —Other Commercial Insurance, 5th ed.	I8202	124
	<b>Segment C Studybook*</b> —Specialized Insurance and Bonds, 4th ed.	I8203	124
	The Institutes' Handbook of Insurance Policies, 12th ed.	I9	50
AAI 83	<b>Basic Print Package (includes all 3 segments for AAI 83)</b>	I83RP	\$285
	<b>Segment A Studybook*</b> —Principles of Agency Management, 4th ed.	I8301	124
	<b>Segment B Studybook*</b> —The Insurance Production Environment, 4th ed.	I8302	124
	<b>Segment C Studybook*</b> —Agency Management Tools and Processes, 4th ed.	I8303	124
AAI 87	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I87RP	\$200
	Course Guide—Agency Leadership & Strategic Alignment, 1st ed.	I8701	62
	Text—Agency Leadership & Strategic Alignment, 1st ed.	I8702	138
APA 91	<b>Basic Print Package (includes Text and Course Guide)</b>	I91RP	\$270
	Course Guide—Principles of Premium Auditing, 4th ed.	I9101	83
	Text—Principles of Premium Auditing, 4th ed.	I9102	187
APA 92	<b>Basic Print Package (includes Text and Course Guide)</b>	I92RP	\$270
	Course Guide—Premium Auditing Applications, 7th ed.	I9201	83
	Text—Premium Auditing Applications, 5th ed.	I9202	187



STUDY MATERIALS		ITEM #	UNIT COST
AIAF 114	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I114RP	\$235
	Course Guide – Insurer Accounting Management, 1st ed.	I11401	83
	Text – Insurer Accounting Management, 1st ed.	I11402	152
AIAF 115	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I115RP	\$235
	Course Guide—Insurer Risk & Capital Management, 1st ed.	I11501	83
	Text—Insurer Risk & Capital Management, 1st ed.	I11502	152
AMIM 121	<b>Basic Print Package (includes Texts and Course Guide)</b>	I121RP	\$305
	Course Guide—Ocean Marine Insurance, 9th ed.	I12101	77
	Text—Ocean Marine Insurance, 3rd ed.	I12102	114
	Text—The Business of Shipping, 9th ed., Cornell Maritime Press, a division of Schiffer Publishing, Ltd. This book is shipped from Malvern, Pennsylvania. Shipping charges will be the actual cost to ship from Pennsylvania, USA to Asia. Please contact The Institutes for a quote.	I12103	114
AMIM 122	<b>Basic Print Package (includes Text and Course Guide)</b>	I122RP	\$290
	Course Guide—Inland Marine Insurance, 4th ed.	I12201	77
	Text—Inland Marine Insurance, 2nd ed.	I12202	213
AIT 134	<b>Basic Print Package (includes Text and Course Guide)</b>	I134RP	\$340
	Course Guide—The Strategic Management of Information, 6th ed.	I13401	62
	Text—Corporate Information Strategy and Management, 8th ed. (McGraw-Hill) This book is shipped from Malvern, Pennsylvania. Shipping charges will be the actual cost to ship from Pennsylvania, USA to Asia. Please contact The Institutes for a quote.	I13402	278
ARe 143	<b>Basic Print Package (includes Texts, Policy Handbook, Course Guide, and Practice Exams Access)</b>	I143RP	\$265
	Course Guide—Primary Insurance Coverages, 3rd ed.	I14301	68
	Text—Primary Insurance Coverages, 3rd ed.	I14302	147
	The Institutes' Handbook of Insurance Policies, 12th ed.	I9	50
ARe 144	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I144RP	\$215
	Course Guide—Reinsurance Principles and Practices, 3rd ed.	I14401	68
	Text—Reinsurance Principles and Practices, 3rd ed.	I14402	147
ARe 145	<b>Readings in Reinsurance Issues and Developments</b> There is no text or course guide for ARe 145. Students read articles online through The Institutes' Website and pay a \$385 course administration fee.	Contact Customer Success for details and enrollment.	
AFSB 151	<b>Basic Print Package (includes Text and Course Guide)</b>	I151RP	\$265
	Course Guide—Principles of Suretyship, 3rd ed.	I15101	78
	Text—Principles of Suretyship, 3rd ed.	I15102	187
AFSB 152	<b>Basic Print Package (includes Text and Course Guide)</b>	I152RP	\$265
	Course Guide—Contract Surety, 8th ed.	I15201	78
	Text—Contract Surety, 2nd ed.	I15202	187
AFSB 153	<b>Basic Print Package (includes Texts and Course Guide)</b>	I153RP	\$265
	Course Guide—Commercial Surety and Crime Insurance, 1st ed.	I15301	78
	Text—Commercial Surety, 1st ed.	I15302	187
ASLI 163	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I163RP	\$190
	Course Guide and Practice Exams Access—Surplus Lines Insurance Operations, 3rd ed.	I16301	78
	Text—Surplus Lines Insurance Operations, 3rd ed.	I16302	112
ASLI 164	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	I164RP	\$190
	Course Guide and Practice Exams Access—Surplus Lines Insurance Products, 3rd ed.	I16401	78
	Text—Surplus Lines Insurance Products, 3rd ed.	I16402	112

STUDY MATERIALS		ITEM #	UNIT COST
AIDA 181	<b>Big Data Analytics</b>		
	▶ <b>Online Bonus Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I181CPB	\$425
	<b>Online Only Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	IC181	345
AIDA 182	<b>Risk and Insurance Analysis Techniques</b>		
	<b>Online Bonus Package, 2nd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	I182CPB	\$425
	<b>Online Only Package, 2nd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	IC182	345
IR 201	<b>Basic Print Package (includes Text and Course Guide)</b>	I201RP	\$265
	Course Guide—Insurance Regulations, 5th ed.	I20101	78
	Text—Insurance Regulations, 5th ed.	I20102	187
PTC I	<b>Core Property Adjusting Principles</b> (12 online courses plus exams in one package)	PTC1-PKG	\$425
PTC II	<b>Exterior Loss Adjusting</b> (12 online courses plus exams in one package)	PTC2-PKG	\$450
PTC III	<b>Interior Loss Adjusting</b> (12 online courses plus exams in one package)	PTC3-PKG	\$400
PTC I & II	<b>Bonus Package</b> (PTC I and II courses plus exams in one package)	PTC1-2-PKGS	\$825
PTC I & III	<b>Bonus Package</b> (PTC I and III courses plus exams in one package)	PTC1-3-PKGS	\$775
RMI 315	<b>Introduction to Risk Management and Insurance</b> —1st ed. (Textbook with Exam Access)	IRMI 315-02	\$180
ACSR 1	Studybook*—Homeowners Insurance, 2nd ed.	I37101	\$45
ACSR 2	Studybook*—Personal Automobile Insurance, 2nd ed.	I37201	\$45
ACSR 3	Studybook*—Personal Lines Related Coverages, 2nd ed.	I37301	\$45
ACSR 4	Studybook*—Agency Errors and Omissions, 1st ed.	I37401	\$45
ACSR 5	Studybook*—Professional Development and Account Management, 1st ed.	I37501	\$45
ACSR 6	Studybook*—Commercial Property Insurance, 3rd ed.	I38601	\$55
ACSR 7	Studybook*—Commercial Liability Insurance, 3rd ed.	I38701	\$55
ACSR 8	Studybook*—Commercial Automobile Insurance, 3rd ed.	I38801	\$55
ACSR 9	Studybook*—Commercial Lines Related Coverages, 3rd ed.	I38901	\$55
ACSR 10	Studybook*—Life Insurance, 1st ed.	I39001	\$45
ACSR 11	Studybook*—Retirement Planning, 1st ed.	I39101	\$45
ACSR 12	Studybook*—Disability and Health Insurance, 1st ed.	I39201	\$45
<b>INSTITUTES ONLINE COURSES—\$23 per Professional Development Hour (PDH). New online learning courses are coming soon!</b> Log on to TheInstitutes.org for details.			