

Professional Development: The Institutes' Online Course List

The Institutes' online non-designation courses are priced at \$23 per professional development hour. Volume discounts are available for prepaid agreements. Applicable prepaid volume discounts do not apply to **CEU** compliance content.

The Institutes' online courses can be delivered through learning management system (LMS) integrations. Contact Sales@TheInstitutes.org to learn more about LMS integrations.

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Insurance Essentials</u>			
Insurance Essentials, 2nd Ed	4	\$92	310N
<u>Successful Starts</u>			
Successful Starts for CSRs	3	\$69	ONB 201
Successful Starts for Producers	3	\$69	ONB 202
<u>Insurance Fundamentals</u>			
Captive Insurance Fundamentals	3	\$69	CAP 201–CE
Claim Handling Fundamentals	3	\$69	CFCL1
Cyber Risk Fundamentals	3	\$69	CYB 201–CE
Insurance Business Fundamentals	2	\$46	CFBS1
Insurance Ethics Fundamentals	1	\$23	CFET1
Insurance Fraud Prevention Fundamentals	1	\$23	CFFD1
Insurance Policy Fundamentals	2	\$46	CFPL1
Insurance Ratemaking Fundamentals	1	\$23	CFRT1
International Insurance Fundamentals	3	\$69	SPEC 211–CE
Marine Insurance Fundamentals	4	\$92	MAR 210
Risk Management Fundamentals	2	\$46	RM202
Reinsurance Fundamentals	1	\$23	CFRE1

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Surplus Lines Fundamentals	3	\$69	SPEC 210–CE
Underwriting Fundamentals	1	\$23	CFUW1
Introduction to Risk Management and Insurance			
Fundamentals of Property-Casualty Insurance, 1st Ed	3	\$69	GEN 201
Fundamentals of Risk Management, 1st Ed	1	\$23	RM 201
Fundamentals of Underwriting, 1st Ed	2	\$46	UND 201
Fundamentals of Claims, 1st Ed	2	\$46	CLM 204
Insurance Principles			
Claims, 7th Ed	2	\$46	PRIN 201
Insurance Policies, 7th Ed	2	\$46	PRIN 202
Insurer Financial Performance, 7th Ed	2	\$46	PRIN 203
Insurance Regulation, 7th Ed	2	\$46	PRIN 204
Loss Exposures, 7th Ed	2	\$46	PRIN 205
Marketing, 7th Ed	2	\$46	PRIN 206
Risk Management, 7th Ed	2	\$46	PRIN 207
Underwriting and Ratemaking, 7th Ed	2	\$46	PRIN 208
Understanding Insurance, 7th Ed	2	\$46	PRIN 209
Personal Insurance			
Personal Insurance Overview, 3rd Ed	2	\$46	PER 201
Automobile Insurance and Society, 3rd Ed	1	\$23	PER 202
Personal Auto Insurance Policy, 3rd Ed	5	\$115	PER 203
Homeowners Insurance Policy, 3rd Ed	3	\$69	PER 204
Dwelling, Mobile Home, Flood, Windstorm, 3rd Ed	1	\$23	PER 205
Personal Inland Marine, Watercraft, Umbrella, 3rd Ed	1	\$23	PER 206
Life Insurance Planning, 3rd Ed	2	\$46	PER 207
Retirement Planning, 3rd Ed	1	\$23	PER 208
Disability and Health Insurance Planning, 3rd Ed	2	\$46	PER 209
Commercial Insurance			
Commercial Property Insurance, 5th Ed	5	\$115	COM 201
Business Income Insurance, 5th Ed	2	\$46	COM 202
Comm Crime Insurance & Equipment Breakdown Insurance, 5th Ed	2	\$46	COM 203

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Inland Marine and Ocean Marine Insurance, 5th Ed	1	\$23	COM 204
Commercial General Liability Insurance, 5th Ed	5	\$115	COM 205
Commercial Auto Insurance, 5th Ed	4	\$92	COM 206
Workers Compensation and Employers Liability Coverage, 5th Ed	1	\$23	COM 207
Businessowners and Farm Insurance, 5th Ed	1	\$23	COM 208
Specialty Coverages, 5th Ed	2	\$46	COM 209

Insurance Finance

Insurance Finance Series

Financial Statements	3	\$69	CIFS1
Insurance Accounting	2	\$46	CIIA1
Financial Ratios	2	\$46	CIFR1
Insurance Cycles	2	\$46	CIIC2
Ratings, Regulations, and Reinsurance	4	\$92	CIRR1

Claims

Claims Handling Principles and Practices

CA Fair Claims Settlement Practices Regulations, 1st Ed	2	\$46	CLM 301
The Claim Function and Professional Ethics, 1st Ed	1	\$23	CLM 302
The Claim Handling Process, 1st Ed	2	\$46	CLM 303
Setting Case Reserves & Investigating Claims, 1st Ed	1	\$23	CLM 304
Documenting Claims, 1st Ed	1	\$23	CLM 305
Communicating Effectively, 1st Ed	1	\$23	CLM 306
Dealing With Fraud, 1st Ed	1	\$23	CLM 307
Negotiating Claims, 1st Ed	1	\$23	CLM 308
Litigating Claims, 1st Ed	1	\$23	CLM 309
Good-Faith Claim Handling, 1st Ed	2	\$46	CLM 310

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Property Claims Practices</u>			
Property Insurance Basics, 1st Ed	2	\$46	CLM 311
Property Insurance: Valuation, Limits, & Conditions, 1st Ed	2	\$46	CLM 312
Loss Adjustment Process, 1st Ed	2	\$46	CLM 313
Loss Investigation, 1st Ed	2	\$46	CLM 314
Good-Faith Investigation & Coverage Defenses, 1st Ed	1	\$23	CLM 315
Fraud Investigations, 1st Ed	1	\$23	CLM 316
Fundamentals of Estimating, 1st Ed	2	\$46	CLM 317
Fundamentals of Residential Construction, 1st Ed	1	\$23	CLM 318
Merchandise Losses, 1st Ed	1	\$23	CLM 319
Business Income Losses, 1st Ed	2	\$46	CLM 320
Specialty Losses, 1st Ed	3	\$69	CLM 321
<u>Managing Bodily Injury Claims</u>			
Bodily Injury Claims Management, 2nd Ed	1	\$23	CLM 334
Bodily Injury Investigation Process, 2nd Ed	1	\$23	CLM 335
Injury and Treatment Evaluation, 2nd Ed	1	\$23	CLM 336
Impairment and Disability, 2nd Ed	1	\$23	CLM 337
Rehabilitation, 2nd Ed	1	\$23	CLM 338
Psychological Injuries, 2nd Ed	1	\$23	CLM 339
Issues With Ongoing Bodily Injury Claims, 2nd Ed	1	\$23	CLM 340
Managing Bodily Injury Case Studies, 2nd Ed	1	\$23	CLM 341
<u>Workers Compensation Claim Practices</u>			
Overview of Workers Compensation, 2nd Ed	2	\$46	CLM 363
Workers Comp & Employers Liability Policy, 2nd Ed	1	\$23	CLM 364
Workers Compensation Statutes, 2nd Ed	1	\$23	CLM 365
Statutory Standards, 2nd Ed	1	\$23	CLM 366
Notice of Injury and Coverage Analysis, 2nd Ed	1	\$23	CLM 367
Investigating Coverage and Compensability, 2nd Ed	2	\$46	CLM 368

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Investigating Medical Issues, 2nd Ed	1	\$23	CLM 369
Temporary Disability and Medical Benefits, 2nd Ed	1	\$23	CLM 370
Permanent Disability Benefits, 2nd Ed	1	\$23	CLM 371
Concluding Workers Compensation Claims, 2nd Ed	1	\$23	CLM 372
Subrogation, 2nd Ed	1	\$23	CLM 373
Other Workers Comp Issues, 2nd Ed	1	\$23	CLM 374
<u>Liability Claims Practice</u>			
Managing Liability Claims Litigation, 3rd Ed	2	\$46	CLM 401
Settling Liability Claims, 3rd Ed	2	\$46	CLM 402
Evaluating Liability Claims, 3rd Ed	2	\$46	CLM 403
Handling Coverage Disputes, 3rd Ed	1	\$23	CLM 404
Investigating Liability Claims, 3rd Ed	2	\$46	CLM 405
Determining Liability in Products Liability Claims, 3rd Ed	1	\$23	CLM 406
Determining Liability in Premises Liability Claims, 3rd Ed	3	\$69	CLM 407
Legal Principles for Determining Liability, 3rd Ed	3	\$69	CLM 408
Overview of Liability Claims, 3rd Ed	1	\$23	CLM 409
<u>Reinsurance</u>			
Reinsurance Fundamentals	1	\$23	CFRE1
Reinsurance Operations	2	\$46	CRO1
<i>Also see ARe 143 Primary Insurance Coverages on page 7.</i>			
<u>Essential Business Skills for Insurance Professionals</u>			
Overview of the insurance Industry		\$23	BUS 211
Fundamental Business Skills		\$23	BUS 212
Building Client Relationships		\$23	BUS 213
Consultative Selling		\$46	BUS 214
Management Training		\$46	BUS 215
Follow-Up Coaching		\$23	BUS 216
<i>Business skills courses are priced as listed above. Corporate discounts and prepaid content access agreement volume discounts do not apply to business skills courses.</i>			

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
New Hire Onboarding P&C Content			
Industry Overview	1	\$23	ONB 203
Financial Overview	1	\$23	ONB 204
Ethics and Regulation	1	\$23	ONB 205
Insurer Departments and Their Tasks	1	\$23	ONB 206
Categories of Insurers and Services to the Insurance Industry	1	\$23	ONB 207
Using the BOP with Confidence	3	\$69	BOP 201–CE
Employee Benefits			
Fundamentals in Health Benefits			
IFEBP–Introduction to Group Health Plans		\$220	IFEBP 001-OL
IFEBP–Overview of Prescription Drugs		\$55	IFEBP 002-OL
IFEBP–Self-Funded Health Plan Basics		\$55	IFEBP 003-OL
IFEBP–Health Savings Accounts (HSAs)		\$165	IFEBP 004-OL
IFEBP–Workforce Wellness		\$165	IFEBP 005-OL
Miscellaneous			
IFEBP–Health Reimbursement Arrangements		\$110	IFEBP 006-OL
IFEBP–Life and Accidental Death & Dismemberment		\$110	IFEBP 007-OL
IFEBP–Overview of Disability Plans		\$55	IFEBP 008-OL
IFEBP–Self-Funded Hlth Plans–Und Stop-Loss Ins		\$55	IFEBP 009-OL
The Institutes' Online Designation and Certificate Courses			
The Institutes' online designation-based courses are priced as indicated for each course listed. Prepaid volume discounts do not apply to designation courses. If your company is eligible for a print study material discount, the same discount applies to online designation courses.			
Managing Cyber Risk , 3rd ed.		\$345	C301
Introduction to Risk Management and Insurance , 1st Ed		\$170	RMI 315–CE
Accredited Adviser in Insurance (AAI®)			
AAI 81–Foundations of Insurance Production: 4th Ed		\$330	C81
AAI 82–Multiple-Lines Insurance Production: 5th Ed		\$330	C82
AAI 83– Agency Operations and Sales Management: 4th Ed		\$285	C83
AAI 87–Agency Leadership and Strategic Alignment:1st Ed		\$200	C87

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Accredited Customer Service Representative (ACSR®)			
ACSR 1–Homeowner’s Insurance: 2nd Ed		\$45	C371
ACSR 2–Personal Automobile Insurance: 2nd Ed		\$45	C372
ACSR 3–Personal Lines Related Coverages: 2nd Ed		\$45	C373
ACSR 4–Agency, Errors, and Omissions: 1st Ed		\$45	C374
ACSR 5–Professional Development & Account Mngmnt: 1st Ed		\$45	C375
ACSR 6–Commercial Property Insurance: 3rd Ed		\$55	C386
ACSR 7–Commercial Liability Insurance: 3rd Ed		\$55	C387
ACSR 8–Commercial Automobile Insurance: 3rd Ed		\$55	C388
ACSR 9–Commercial Lines Related Coverages: 3rd Ed		\$55	C389
ACSR 10–Life Insurance: 1st Ed		\$45	C390
ACSR 11–Retirement Planning, 1st Ed		\$45	C391
ACSR 12–Disability and Health Insurance: 1st Ed		\$45	C392
Associate in General Insurance (AINS®)			
AINS 21–Property & Liability Insurance Principles: 7th Ed		\$130	C21
AINS 22–Personal Insurance: 3rd Ed		\$185	C22
AINS 23–Commercial Insurance: 5th Ed		\$185	C23
AINS 24–General Insurance for IT & Support Prof: 2nd Ed		\$135	C24
AIS 25–Delivering Insurance Services: 4th Ed		\$110	C25
Associate in Claims (AIC®)			
AIC 30–Claim Handling Principles and Practices: 2nd Ed		\$200	CAIC30
AIC 31–Property Claims Practices: 2nd Ed		\$200	C31
AIC 32–Liability Claims Practices: 3rd Ed		\$200	C32
AIC 37–Managing Bodily Injury Claims: 2nd Ed		\$200	C37
AIC 39–Auto Claims Practices: 2nd Ed		\$235	C39
AIC 41–Property Coverages: 4th Ed		\$200	C41
AIC 44–Workers Compensation Claims Practices: 2nd Ed		\$200	CAIC44
AIC 47–Claims Leadership and Organizational Alignment: 2nd Ed		\$200	C47
AIC 48–Bodily Injury Claims and Auto Coverages 1st Ed		\$200	C48
AIC 49–Bodily Injury Claims and Liability Coverages 1st ed		\$200	C49
SPPA 30–Public Adj Claim Handling Principles & Practices: 1st Ed		\$200	CSPPA30

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Property Technical Certification (PTC)			
<u>Property Technical Certification I—Core Property Adjusting Principals</u>			
Cause and Origin		\$20	PTC1-601-CE
Claim Documentation		\$30	PTC1-602-CE
Insurance Ethics		\$45	PTC1-603-CE
Property Insurance Fraud Awareness		\$20	PTC1-604-CE
Introduction to Fire Loss		\$75	PTC1-605-CE
Introduction to Property Claims		\$45	PTC1-606-CE
Introduction to Water Losses		\$90	PTC1-607-CE
Introduction to Windstorm Losses		\$45	PTC1-608-CE
Property Investigation Overview I		\$45	PTC1-609-CE
Property Investigation Overview II		\$45	PTC1-610-CE
Property Subrogation		\$45	PTC1-611-CE
Scoping and Estimating		\$75	PTC1-612-CE
<u>Property Technical Certification II—Exterior Loss Adjusting</u>			
Commercial Claim Handling I		\$80	PTC2-601-CE
Commercial Claim Handling II		\$90	PTC2-602-CE
Commercial Roofing		\$70	PTC2-603-CE
Concrete and Masonry		\$45	PTC2-604-CE
Drain, Sewer, and Septic		\$25	PTC2-605-CE
Exterior Walls I		\$25	PTC2-606-CE
Exterior Walls II		\$45	PTC2-607-CE
Fences		\$35	PTC2-608-CE
Framing I		\$35	PTC2-609-CE
Framing II		\$50	PTC2-610-CE
Residential Roofing I		\$80	PTC2-611-CE
Residential Roofing II		\$35	PTC2-612-CE

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Property Technical Certification III—Interior Loss Adjusting			
Cabinets		\$30	PTC3-601—CE
Countertops		\$30	PTC3-602—CE
Doors		\$50	PTC3-603—CE
Windows		\$30	PTC3-604—CE
Finish Trades I		\$50	PTC3-605—CE
Finish Trades II		\$50	PTC3-606—CE
Finish Trades III		\$50	PTC3-607—CE
Flooring I		\$65	PTC3-608—CE
Flooring II		\$65	PTC3-609—CE
Electrical Systems		\$65	PTC3-610—CE
HVAC and Plumbing		\$65	PTC3-611—CE
Associate in Data Analytics (AIDA®)			
AIDA 181—Big Data Analytics for Risk and Insurance: 3rd Ed		\$345	C181
AIDA 182—Risk and Insurance Analysis Techniques: 2nd Ed		\$345	C182
Associate in Fidelity and Surety Bonding (AFSB®)			
AFSB 151—Principles of Suretyship: 3rd Ed		\$265	C151
AFSB 152—Contract Surety: 3rd Ed		\$265	C152
AFSB 153—Comm Surety, Crime Insurance & Financial Institution Bonds: 1st Ed		\$265	C153
Associate in Management (AIM®)			
AIM 45—Managing Business Organizations Today		\$385	450L
Associate in Insurance Accounting and Finance (AIAF®)			
AIAF 114—Insurer Accounting Management: 1st Ed		\$235	C114
AIAF 115—Insurer Risk and Capital Management: 1st Ed		\$235	C115
Associate in Personal Insurance (API™)			
API 28—Personal Ins: Underwriting & Marketing Practices: 2nd Ed		\$175	C28
API 29—Personal Insurance: Portfolio Management: 3rd Ed		\$175	C29
Associate in Commercial Underwriting (AU™)			
AU 60—Commercial Underwriting Principles: 1st Ed		\$235	C60
AU 61—Underwriting Commercial Property: 2nd Ed		\$235	C61
AU 62—Underwriting Commercial Liability: 3rd Ed		\$235	C62
AU 67—Strategic Underwriting Techniques: 2nd Ed		\$235	C67

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Associate in Reinsurance (ARe™)			
ARe 143—Primary Insurance Coverages, 3rd Ed		\$265	C143
ARe 144—Reinsurance Principles and Practices: 3rd Ed		\$215	C144
ARe 145—Readings and Reinsurance Issues and Developments <i>Contact Customer Success for details and enrollment</i>		\$385	1450L
Professional Risk Consultant (PRC™)			
PRC 320—Risk Consulting with Confidence		\$285	PRC320
PRC 321—Trending Topics for Producers		\$260	PRC321
Associate in Risk Management (ARM™)			
ARM 400—Risk in an Evolving World 1st Ed		\$345	C400
ARM 401—Holistically Assessing Risk 1st Ed		\$345	C401
ARM 402—Successfully Treating Risk 1st Ed		\$345	C402
RM 420—Executing ERM in Your Organization 1st Ed		\$145	RM420
Associate in Surplus Lines Insurance (ASLI®)			
ASLI 163—Surplus Lines Insurance Operations: 2nd Ed		\$190	C163
ASLI 164—Surplus Lines Insurance Products: 4th Ed		\$190	C164
California Workers' Compensation Claims Administration Certificate (WCCA™)			
WCCA 10—Foundations of California WC Claims: 2nd Ed		\$170	WCCA10-OL
WCCA 11—Establishing Injury & Affirmative Defenses in CA WC Claims: 2nd Ed		\$170	WCCA11-OL
WCCA 12—Medical Benefits in CA WC Claims: 2nd Ed		\$170	WCCA12-OL
WCCA 14—Disability and Death Benefits in CA WC Claims: 2nd Ed		\$170	WCCA14-OL
WCCA 15—Discovery & Litigation in CA WC Claims: 2nd Ed		\$170	WCCA15-OL
California Workers Compensation Claims Professional (WCCP®)			
WCCP 16—Permanent Disability Rating in CA WC Claims: 1st Ed		\$170	WCCA16-OL
WCCP 17—Statutes of Limitations, Jurisdiction, and Civil Remedies in CA WC Claims: 1st Ed		\$170	WCCA17-OL
WCCP 18—Advanced Issues in Discovery & Litigation in CA WC Claims 1st Ed		\$170	WCCA18-OL
WCCP 20—Advanced Topics in CA WC Claims: 1st Ed		\$170	WCCA20-OL

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
CPCU®			
CPCU 500—Managing Evolving Risks 1st Ed		\$345	C500
CPCU 520—Connecting the Business of Insurance Operations 1st Ed		\$345	C520
CPCU 530—Navigating the Legal Landscape of Insurance 1st Ed		\$345	C530
CPCU 540—Impacting the Bottom-Line of Insurance Financials 1st Ed		\$345	C540
CPCU 551—Addressing Commercial Property Risk 1st Ed		\$345	C551
CPCU 552—Addressing Commercial Liability Risk 1st Ed		\$345	C552
CPCU 553—Understanding Personal Insurance and Finance 1st Ed		\$345	C553
CPCU 555—Developing Personal Insurance Solutions 1st Ed		\$345	C555
CPCU 556—Planning Personal Financial Strategies 1st Ed		\$345	C556
CPCU 557—Understanding Commercial Risk 1st Ed		\$345	C557
<i>The Institutes' online designation-based courses are priced as indicated for each course listed.</i>			
Ethics			
Ethical Decision Making in Risk and Insurance: 1st Ed		\$0	311CE
Ethical Guidelines for CPCU: 1st Ed		\$0	312CE
The Claim Function and Professional Ethics		\$23	CLM302

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- Corporate programs

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