

# THE INSTITUTES 2021 ORDER FORM FOR STUDY MATERIALS: EDITION 4

Prices and availability are subject to change. See the price list starting on page 3.

The Institutes | 720 Providence Road | Suite 100 | Malvern, PA 19355-3433

Tel: (800) 644-2101 (8 AM–6 PM eastern time, weekdays) | Fax: (610) 640-9576 (Do not mail copies of faxed orders.)

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## TO ORDER YOUR STUDY MATERIALS:

1. Indicate when you plan to take your exam.
2. If this order is to be billed, fill out the account number, purchase order number, and billing address.
3. Provide your shipping address.
4. Select your study materials.
5. Add up your order value on page 2, and enter the sum in the order value blank below.
6. Add the order value, figure discount, tax and handling costs if applicable. See page 2 for shipping information.

## 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, 2021    
  October 15–December 15, 2021

## 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.)

<b>Billing Account #</b>	<b>Purchase Order #</b>

Name—Please print clearly.

Firm Name—if business address

Address

City and State

ZIP Code

Country

**Daytime Phone Number** (Please include area code.)

## 3. SHIP TO:

ID# (Students only)

Name—Please print clearly.

Firm Name—if business address (business address preferred)

Street Address (Do not use PO Box.)

City and State

ZIP Code

Country

**Daytime Phone Number** (Please include area code.)

**Email Address** (Please read our privacy statement at TheInstitutes.org.)

## 6. 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 Amount</b>	
<b>Shipping Charge</b> You will pay the published UPS rate for your order. If you need to know the rate before placing your order, contact CustomerSuccess@TheInstitutes.org or call (800) 644-2101.	UPS Published Rate
<b>Handling Charge</b> <input type="checkbox"/> Ground Deliveries = No Charge <input type="checkbox"/> Second Day Air, Overnight Delivery, or International Orders = \$10.00	
<b>Subtotal</b> (Net Amount plus Shipping and Handling, if applicable.)	
<b>Sales Tax</b> Applicable sales tax will be charged for your delivery address location	Applicable Sales Tax
<b>Total Amount Enclosed</b> (Must be paid in U.S. funds, or charge order to a credit card below.) Make checks payable to The Institutes.	\$
<input type="checkbox"/> American Express <input type="checkbox"/> Diners Club <input type="checkbox"/> Discover <input type="checkbox"/> MasterCard <input type="checkbox"/> VISA	
Account No. _____	Exp. Date _____ CSV _____
Cardholder's Signature _____	Billing Address Zip Code _____
(mandatory on all charge orders)	

<b>INSTITUTES USE ONLY:</b> P    C    \$    _____ # _____    GF    AF    EX
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## KEY TO ORDER FORM SYMBOLS

Prices for new items are effective immediately. Course topics, program requirements, and pricing are subject to change at any time.

▶ Revised/New Content.

\* The studybook is a text/course guide combination.

STUDY MATERIALS		ITEM #	UNIT COST
<b>CPCU DESIGNATION PROGRAM (Foundation Courses)</b>			
<b>CPCU 410</b>	<b>Speaking The Insurance Language, 1st edition</b>		
	▶ <b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	410CPBF	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C410	345
<b>CPCU 500</b>	<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)	500CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C500	345
<b>CPCU 520</b>	<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)	520CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C520	345
<b>CPCU 530</b>	<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)	530CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C530	345
<b>CPCU 540</b>	<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)	540CPB	\$425
	▶ <b>Online Only Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C540	345

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CPCU DESIGNATION PROGRAM (Concentration Courses)			
STUDY MATERIALS		ITEM #	UNIT COST
CPCU 551	<b>Addressing Commercial Property Risk</b>		
	▶ <b>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	551CPB	\$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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	552CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C552	345
STUDY MATERIALS		ITEM #	UNIT COST
CPCU 553	<b>Understanding Personal Insurance and Finance</b>		
	▶ <b>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	553CPB	\$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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	555CPB	\$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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	556CPB	\$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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	557CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C557	345

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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>	18RP	\$110
	Course Guide—Essentials of Supervision, 5th ed.	1801	38
	Text—Essentials of Supervision, 3rd ed.	1802	72
SM 19	<b>Basic Print Package (includes Text and Course Guide)</b>	19RP	\$110
	Course Guide—Supervisory Skills, 4th ed.	1901	38
	Text—Supervisory Skills, 3rd ed.	1902	72
AINS 21	<b>Property and Liability Insurance Principles</b>		
	<b>Bonus Package, 7th ed. (includes Text, Course Guide, Online Course, SMART Study Aids, and Practice Exam Access)</b>	21PRP	\$240
	<b>Standard Package, 7th ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	21SP	170
AINS 22	<b>Personal Insurance</b>		
	<b>Bonus Package, 3rd ed. (includes Text, Course Guide, Online Course, Policy Handbook, SMART Study Aids, and Practice Exam Access)</b>	22PRP	\$295
	<b>Standard Package, 3rd ed. (includes Text, Course Guide, Online Course, Policy Handbook, and Practice Exam Access)</b>	22SP	225
AINS 23	<b>Commercial Insurance</b>		
	<b>Bonus Package, 5th ed. (includes Text, Course Guide, Online Course, Policy Handbook, SMART Study Aids, and Practice Exam Access)</b>	23PRP	\$295
	<b>Standard Package, 5th ed. (includes Text, Course Guide, Online Course, Policy Handbook, and Practice Exam Access)</b>	23SP	225
AINS 24	<b>General Insurance for IT and Support Professionals</b>		
	<b>Bonus Package, 2nd ed. (includes Text, Course Guide, Online Course, SMART Study Aids, and Practice Exam Access)</b>	24PRP	\$245
	<b>Standard Package, 2nd ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	24SP	175
AIS 25	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	25CP	\$185
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		255
	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	25RP	110
	Course Guide and Practice Exams Access—Delivering Insurance Services, 1st ed.	2501	38
	Text—Delivering Insurance Services, 4th ed.	2502	72
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	25S	75
API 28	<b>Personal Insurance: Underwriting and Marketing Practices</b>		
	<b>Bonus Package, 2nd ed. (includes Text, Course Guide, Online Course, SMART Study Aids, and Practice Exam Access)</b>	28PRP	\$300
	<b>Standard Package, 2nd ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	28SP	215
API 29	<b>Personal Insurance: Portfolio Management</b>		
	<b>Bonus Package, 3rd ed. (includes Text, Course Guide, Online Course, SMART Study Aids, and Practice Exam Access)</b>	29PRP	\$300
	<b>Standard Package, 3rd ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)</b>	29SP	215
AIC 30	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	AIC30CP	\$285
	<b>Bonus Package</b> — Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print (includes Text, Course Guide, and Practice Exams Access)</b>	AIC30RP	200
	Course Guide—Claim Handling Principles and Practices, 2nd ed.	AIC3001	62
	Text—Claim Handling Principles and Practices, 2nd ed.	AIC3002	138
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	AIC30S	85

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STUDY MATERIALS		ITEM #	UNIT COST
AIC 31	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	31CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print (includes Text, Course Guide, and Practice Exams Access)</b>	31RP	200
	Course Guide—Property Claims Practices, 2nd ed.	3101	62
	Text—Property Claims Practices, 2nd ed.	3102	138
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	31S	85
AIC 32	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	32CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print (includes Text, Course Guide, and Practice Exams Access)</b>	32RP	200
	Course Guide—Liability Claims Practices, 3rd ed.	3201	62
	Text—Liability Claims Practices, 3rd ed.	3202	138
	SMART Study Aids, 3rd ed. (Review Notes and Flash Cards)—Optional	32S	85
AIC 37	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	37CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print (includes Text, Course Guide, and Practice Exams Access)</b>	37RP	200
	Course Guide and Practice Exams Access—Managing Bodily Injury Claims, 2nd ed.	3701	62
	Text—Managing Bodily Injury Claims, 2nd ed.	3702	138
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	37S	85
AIC 39	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	39CP	\$320
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print (includes Text, Course Guide, and Practice Exams Access)</b>	39RP	235
	Course Guide and Practice Exams Access—Auto Claims Practices, 2nd ed.	3901	62
	Text—Auto Claims Practices, 2nd ed.	3902	173
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	39S	85
AIC 41	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	41CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print (includes Text, Course Guide, and Practice Exams Access)</b>	41RP	200
	Course Guide and Practice Exams Access—Property Coverages, 4th ed.	4101	62
	Text—Property Coverages, 4th ed.	4102	138
	SMART Study Aids, 4th ed. (Review Notes and Flash Cards)—Optional	41S	85

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AIC 44	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	AIC44CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	AIC44RP	200
	Course Guide—Workers Compensation Claims Practices, 2nd ed.	AIC4401	62
	Text—Workers Compensation Claims Practices, 2nd ed.	AIC4402	138
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	AIC44S	85
AIC 47	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	47CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	47RP	200
	Course Guide—Claims Leadership and Organizational Alignment, 2nd ed.	4701	62
	Text—Claims Leadership and Organizational Alignment, 2nd ed.	4702	138
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	47S	85
AIC 48	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	48CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	48RP	200
	Course Guide—Bodily Injury Claims and Auto Coverages, 1st ed.	4801	62
	Text—Bodily Injury Claims and Auto Coverages, 1st ed.	4802	138
	SMART Study Aids, 1st ed.	48S	85
AIC 49	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	49CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	49RP	200
	Course Guide—Bodily Injury Claims and Liability Coverages, 1st ed.	4901	62
	Text—Bodily Injury Claims and Liability Coverages, 1st ed.	4902	138
	SMART Study Aids, 1st ed.	49S	85
SPPA 30	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	SPPA30CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	SPPA30RP	200
	Course Guide—Public Adjuster Claim Handling Principles and Practices, 1st ed.	SPPA3001	62
	Text—Public Adjuster Claim Handling Principles and Practices, 1st ed.	SPPA3002	138
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	SPPA30S	85
AIM 40	▶ <b>Basic Print Package</b> (includes Text and Course Guide)	AIM40RP	\$255
	▶ Course Guide—Management, 11th ed.	AIM4001	84
	▶ Text—Contemporary Management, 11th ed. (McGraw-Hill)	AIM4002	171
AIM 44	<b>Basic Print Package</b> (includes Text and Course Guide)	AIM44RP	\$345
	Course Guide—Human Resource Management, 4th ed.	AIM4401	84
	Text—Human Resource Management, 4th ed. (Institutes), 12th ed. (McGraw-Hill)	AIM4402	261

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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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	400CPB	\$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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	401CPB	\$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>Recommended Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	402CPB	\$425
	▶ <b>Online Only Package, 1st edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C402	345
CYBER 301	<b>Managing Cyber Risk</b>		
	▶ <b>Recommended Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	301CPB	\$425
	▶ <b>Online Only Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C301	345
AU 60	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	60CP	\$320
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	60RP	235
	Course Guide and Practice Exams Access—Commercial Underwriting Principles, 1st ed.	6001	62
	Text—Commercial Underwriting Principles, 1st ed.	6002	173
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	60S	85
AU 61	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	61CP	\$320
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	61RP	235
	Course Guide and Practice Exams Access—Underwriting Commercial Property, 2nd ed.	6101	62
	Text—Underwriting Commercial Property, 2nd ed.	6102	173
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	61S	85
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	41
AU 62	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	62CP	\$320
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	62RP	235
	Course Guide and Practice Exams Access—Underwriting Commercial Liability, 3rd ed.	6201	62
	Text—Underwriting Commercial Liability, 3rd ed.	6202	173
	SMART Study Aids, 3rd ed. (Review Notes and Flash Cards)—Optional	62S	85

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AU 67	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	67CP	\$320
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print</b> (includes Text, Course Guide, and Practice Exams Access)	67RP	235
	Course Guide and Practice Exams Access—Strategic Underwriting Techniques, 2nd ed.	6701	62
	Text—Strategic Underwriting Techniques, 2nd ed.	6702	173
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	67S	85
AAI 81	<b>Standard Package</b> (includes Studybooks, Policy Handbook, Practice Exams Access, and SMART Study Aids)	81CP	\$415
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		485
	<b>Basic Print Package</b> (includes all 3 segments and the Policy Handbook for AAI 81)	81RP	330
	<b>SMART Study Aids</b> (includes all 3 segments of Review Notes and Flash Cards for AAI 81)—Optional	81SP	85
	<b>Segment A Studybook*</b> —Principles of Insurance, 4th ed.	8101	124
	<b>Segment A SMART Study Aids</b> (Review Notes and Flash Cards), 1st ed.—Optional	81AS	32
	<b>Segment B Studybook*</b> —Personal Insurance, 4th ed.	8102	124
	<b>Segment B SMART Study Aids</b> (Review Notes and Flash Cards), 1st ed.—Optional	81BS	32
	<b>Segment C Studybook*</b> —Commercial Property Insurance, 5th ed.	8103	124
	<b>Segment C SMART Study Aids</b> (Review Notes and Flash Cards), 5th ed.—Optional	81CS	32
	The Institutes' Handbook of Insurance Policies, 12th ed.	9	50
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40
AAI 82	<b>Standard Package</b> (includes Studybooks, Policy Handbook, Practice Exams Access, and SMART Study Aids)	82CP	\$415
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		485
	<b>Basic Print Package</b> (includes all 3 segments and the Policy Handbook for AAI 82)	82RP	330
	<b>SMART Study Aids</b> (includes all 3 segments of Review Notes and Flash Cards for AAI 82)—Optional	82SP	85
	<b>Segment A Studybook*</b> —Commercial Liability Insurance, 5th ed.	8201	124
	<b>Segment A SMART Study Aids</b> (Review Notes and Flash Cards), 5th ed.—Optional	82AS	32
	<b>Segment B Studybook*</b> —Other Commercial Insurance, 5th ed.	8202	124
	<b>Segment B SMART Study Aids</b> (Review Notes and Flash Cards), 5th ed.—Optional	82BS	32
	<b>Segment C Studybook*</b> —Specialized Insurance and Bonds, 4th ed.	8203	124
	<b>Segment C SMART Study Aids</b> (Review Notes and Flash Cards), 1st ed.—Optional	82CS	32
	The Institutes' Handbook of Insurance Policies, 12th ed.	9	50
	AAI 83	<b>Standard Package</b> (includes Studybooks, Practice Exams Access, and SMART Study Aids)	83CP
<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order			440
<b>Basic Print Package</b> (includes all 3 segments for AAI 83)		83RP	285
<b>SMART Study Aids</b> (includes all 3 segments of Review Notes and Flash Cards for AAI 83)—Optional		83SP	85
<b>Segment A Studybook*</b> —Principles of Agency Management, 4th ed.		8301	124
<b>Segment A SMART Study Aids</b> (Review Notes and Flash Cards), 1st ed.—Optional		83AS	32
<b>Segment B Studybook*</b> —The Insurance Production Environment, 4th ed.		8302	124
<b>Segment B SMART Study Aids</b> (Review Notes and Flash Cards), 1st ed.—Optional		83BS	32
<b>Segment C Studybook*</b> —Agency Management Tools and Processes, 4th ed.		8303	124
<b>Segment C SMART Study Aids</b> (Review Notes and Flash Cards), 4th ed.—Optional		83CS	32

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STUDY MATERIALS		ITEM #	UNIT COST
AAI 87	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	87CP	\$285
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		355
	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	87RP	200
	Course Guide—Agency Leadership & Strategic Alignment, 1st ed.	8701	62
	Text—Agency Leadership & Strategic Alignment, 1st ed.	8702	138
	SMART Study Aids, 1st ed.	87S	85
APA 91	<b>Basic Print Package (includes Text and Course Guide)</b>	91RP	\$270
	Course Guide—Principles of Premium Auditing, 4th ed.	9101	83
	Text—Principles of Premium Auditing, 4th ed.	9102	187
APA 92	<b>Basic Print Package (includes Text and Course Guide)</b>	92RP	\$270
	Course Guide—Premium Auditing Applications, 7th ed.	9201	83
	Text—Premium Auditing Applications, 5th ed.	9202	187
AIAF 114	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	114CP	\$320
	<b>Bonus Learning Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	114RP	235
	Course Guide—Insurer Accounting Management, 1st ed.	11401	83
	Text—Insurer Accounting Management, 1st ed.	11402	152
	SMART Study Aids, 1st ed.	114S	85
AIAF 115	<b>Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	115CP	\$320
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		390
	<b>Basic Print Package (includes Text, Course Guide, and Practice Exams Access)</b>	115RP	235
	Course Guide—Insurer Risk & Capital Management, 1st ed.	11501	83
	Text—Insurer Risk & Capital Management, 1st ed.	11502	152
	SMART Study Aids, 1st ed.	115S	85
AMIM 121	<b>Basic Print Package (includes Text and Course Guide)</b>	121RP	\$305
	Course Guide—Ocean Marine Insurance, 9th ed.	12101	77
	Text—Ocean Marine Insurance, 3rd ed.	12102	114
	Text—The Business of Shipping, 9th ed., Cornell Maritime Press, a division of Schiffer Publishing, Ltd.	12103	114
AMIM 122	<b>Basic Print Package (includes Text and Course Guide)</b>	122RP	\$290
	Course Guide—Inland Marine Insurance, 4th ed.	12201	77
	Text—Inland Marine Insurance, 2nd ed.	12202	213
ARe 143	<b>Standard Package (includes Text, Policy Handbook, Course Guide, Practice Exams Access, and SMART Study Aids)</b>	143CP	\$350
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		420
	<b>Basic Print Package (includes Text Policy Handbook, Course Guide, and Practice Exams Access)</b>	143RP	265
	Course Guide—Primary Insurance Coverages, 3rd ed.	14301	68
	Text—Primary Insurance Coverages, 3rd ed.	14302	147
	The Institutes' Handbook of Insurance Policies, 12th ed.	9	50
	SMART Study Aids, 3rd ed. (Review Notes and Flash Cards)—Optional	143S	85

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STUDY MATERIALS		ITEM #	UNIT COST
ARe 144	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	144CP	\$300
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		370
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	144RP	215
	Course Guide – Reinsurance Principles and Practices, 3rd ed.	14401	68
	Text—Reinsurance Principles and Practices, 3rd ed.	14402	147
	SMART Study Aids, 3rd ed.	144S	85
ARe 145	Readings in Reinsurance Issues and Developments <i>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.</i>	Contact Customer Success for details and enrollment.	
AFSB 151	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	151CP	\$350
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		420
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	151RP	265
	Course Guide and Practice Exams Access—Principles of Suretyship, 3rd ed.	15101	78
	Text—Principles of Suretyship, 3rd ed.	15102	187
	SMART Study Aids, 3rd ed.	151S	85
AFSB 152	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	152CP	\$350
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		420
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	152RP	265
	Course Guide and Practice Exams Access—Contract Surety, 3rd ed.	15201	78
	Text—Contract Surety, 3rd ed.	15202	187
	SMART Study Aids, 3rd ed.	152S	85
AFSB 153	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	153CP	\$350
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		420
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	153RP	265
	Course Guide and Practice Exams Access—Commercial Surety, Crime Insurance, and Financial Institution Bonds, 1st ed.	15301	78
	Text—Commercial Surety, Crime Insurance, and Financial Institution Bonds, 1st ed.	15302	187
	SMART Study Aids, 1st ed.	153S	85
ASLI 163	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	163CP	\$275
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		345
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	163RP	190
	Course Guide and Practice Exams Access—Surplus Lines Insurance Operations, 2nd ed.	16301	78
	Text—Surplus Lines Insurance Operations, 2nd ed.	16302	112
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	163S	85
ASLI 164	<b>Standard Package</b> (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	164CP	\$275
	<b>Bonus Package</b> —Includes the Standard Package plus online course access—Contact Customer Success to order		345
	<b>Basic Print Package</b> (includes Text, Course Guide, and Practice Exams Access)	164RP	190
	Course Guide and Practice Exams Access—Surplus Lines Insurance Products, 4th ed.	16401	78
	Text—Surplus Lines Insurance Products, 4th ed.	16402	112
	SMART Study Aids, 4th ed. (Review Notes and Flash Cards)—Optional	164S	85

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AIDA 181	<b>Big Data Analytics</b>		
	▶ <b>Recommended Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	181CPB	\$425
	▶ <b>Online Only Package, 3rd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C181	345
AIDA 182	<b>Risk and Insurance Analysis Techniques</b>		
	▶ <b>Recommended Package, 2nd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	182CPB	\$425
	▶ <b>Online Only Package, 2nd edition</b> (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C182	345
IR 201	<b>Basic Print Package (includes Text and Course Guide)</b>	201RP	\$265
	Course Guide—Insurance Regulation, 5th ed.	20101	78
	Text—Insurance Regulation, 1st ed.	20102	187
RMI 315	Introduction to Risk Management and Insurance—1st ed. (Textbook with Exam Access)	RMI 315-02	\$180
PTC I	<b>Core Property Adjusting Principles</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$425
PTC II	<b>Exterior Loss Adjusting</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$450
PTC III	<b>Interior Loss Adjusting</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$400
PTC I & II	<b>Bonus Package</b> (PTC I and II courses plus exams in one package)—Contact Customer Success to order		\$825
PTC I & III	<b>Bonus Package</b> (PTC I and III courses plus exams in one package)—Contact Customer Success to order		\$775
ACSR 1	Studybook*—Homeowners Insurance, 2nd ed.	37101	\$45
ACSR 2	Studybook*—Personal Automobile Insurance, 2nd ed.	37201	45
ACSR 3	Studybook*—Personal Lines Related Coverages, 2nd ed.	37301	45
ACSR 4	Studybook*—Agency Errors and Omissions, 1st ed.	37401	45
ACSR 5	Studybook*—Professional Development and Account Management, 1st ed.	37501	45
ACSR 6	Studybook*—Commercial Property Insurance, 3rd ed.	38601	55
ACSR 7	Studybook*—Commercial Liability Insurance, 3rd ed.	38701	55
ACSR 8	Studybook*—Commercial Automobile Insurance, 3rd ed.	38801	55
ACSR 9	Studybook*—Commercial Lines Related Coverages, 3rd ed.	38901	55
ACSR 10	Studybook*—Life Insurance, 1st ed.	39001	45
ACSR 11	Studybook*—Retirement Planning, 1st ed.	39101	45
ACSR 12	Studybook*—Disability and Health Insurance, 1st ed.	39201	45
WCCA 10	<b>Basic Print and Online</b> —Foundations of California Workers' Compensation Claims, 2nd ed.—Contact Customer Success to order		\$170
WCCA 11	<b>Basic Print and Online</b> —Establishing Injury and Affirmative Defenses in California Workers' Compensation Claims, 2nd ed.—Contact Customer Success to order		170
WCCA 12	<b>Basic Print and Online</b> —Medical Benefits in California Workers' Compensation Claims, 2nd ed.—Contact Customer Success to order		170
WCCA 14	<b>Basic Print and Online</b> —Disability and Death Benefits in California Workers' Compensation Claims, 2nd ed.—Contact Customer Success to order		170
WCCA 15	<b>Basic Print and Online</b> —Discovery and Litigation in California Workers' Compensation Claims, 2nd ed.—Contact Customer Success to order		170
WCCP 16	<b>Basic Print and Online</b> —Permanent Disability Rating in CA Workers Compensation Claims, 1st ed.—Contact Customer Success to order		170
WCCP 17	<b>Basic Print and Online</b> —Statutes of Limitations, Jurisdiction, and Civil Remedies in CA Workers' Comp Claims, 1st ed.—Contact Customer Success to order		170
WCCP 18	<b>Basic Print and Online</b> —Advanced Issues in Discovery and Litigation in CA Workers' Compensation Claims, 1st ed.—Contact Customer Success to order		170
WCCP 20	<b>Basic Print and Online</b> —Advanced Topics in CA Workers' Compensation Claims, 1st ed.—Contact Customer Success to order		170

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