

# Professional Development: The Institutes Online Course List

The Institutes' online non-designation courses are priced at \$25 per professional development unit (PDU). Volume discounts on non-designation content are available for prepaid agreements. See Page 7 for The Institutes Designations online pricing. One PDU is equivalent to 1 PDH. Applicable prepaid volume discounts do not apply to **CEU** compliance content.

The Institutes' online courses can be delivered through learning management system (LMS) integrations or directly through The Institutes Online prepaid agreements. Contact the following to learn more about LMS integrations and prepaid agreements.

- Agencies and Brokers: [ABSupport@TheInstitutes.org](mailto:ABSupport@TheInstitutes.org)
- All others: [Sales@TheInstitutes.org](mailto:Sales@TheInstitutes.org)

The Institutes Online Courses	PDU	Retail Price	Course No.
<b><u>Insurance Essentials</u></b>			
Insurance Essentials, 2nd Ed	4	\$99	310N
<b><u>Successful Starts</u></b>			
Successful Starts for CSRs	3	\$75	ONB 201
Successful Starts for Producers	3	\$75	ONB 202
<b><u>Insurance Fundamentals</u></b>			
Captive Insurance Fundamentals	3	\$75	CAP 201-CE
Claims Fundamentals 1st Ed	2	\$50	INTRO-001
Claim Handling Essentials 1st Ed	3	\$75	INTRO-002
Cyber Risk Fundamentals	3	\$75	CYB 201
Insurance Business Fundamentals	2	\$50	CFBS1
Insurance Ethics Fundamentals	1	\$25	CFET1
Insurance Fraud Prevention Fundamentals	1	\$25	INSFRD-001
Insurance Policy Fundamentals 2nd Ed	2	\$50	INSFND-001
Insurance Ratemaking Fundamentals	1	\$25	CFRT1
International Insurance Fundamentals	3	\$75	SPEC 211-CE
Risk Management Fundamentals	2	\$50	RM202
Reinsurance Fundamentals 2nd Ed	1	\$25	INSFND-002
Surplus Lines Fundamentals	3	\$75	SPEC 210-CE
Underwriting Fundamentals 2nd Ed	1	\$25	INSFND-003

Underwriting Essentials 1st Ed	2	\$50	INTRO-003
<b><u>Innovation and Thought Leadership</u></b>			
Blockchain in Insurance	6	\$150	BC 201
Emerging Technologies and Risk	2	\$50	RI 201
Seeing What's Possible with Parametric Insurance	3	\$75	PAR 201
<b><u>Introduction Courses</u></b>			
Fundamentals of Property-Casualty Insurance, 1st Ed	3	\$75	GEN 201
Fundamentals of Risk Management, 1st Ed	1	\$25	RM 201
Fundamentals of Underwriting, 1st Ed	2	\$50	UND 201
Fundamentals of Claims, 1st Ed	2	\$50	CLM 204
<b><u>Insurance Principles</u></b>			
Claims, 7th Ed	2	\$50	PRIN 201
Insurance Policies, 7th Ed	2	\$50	PRIN 202
Insurance Regulation, 7th Ed	2	\$50	PRIN 203
Insurer Financial Performance, 7th Ed	2	\$50	PRIN 204
Loss Exposures, 7th Ed	2	\$50	PRIN 205
Marketing, 7th Ed	2	\$50	PRIN 206
Risk Management, 7th Ed	2	\$50	PRIN 207
Underwriting and Ratemaking, 7th Ed	2	\$50	PRIN 208
Understanding Insurance, 7th Ed	2	\$50	PRIN 209
<b><u>Personal Insurance</u></b>			
Personal Insurance Overview, 3rd Ed	2	\$50	PER 201
Automobile Insurance and Society, 3rd Ed	1	\$25	PER 202
Personal Auto Insurance Policy, 3rd Ed	5	\$125	PER 203
Homeowners Insurance Policy, 3rd Ed	3	\$75	PER 204
Dwelling, Mobile Home, Flood, Windstorm, 3rd Ed	1	\$25	PER 205
Personal Inland Marine, Watercraft, Umbrella, 3rd Ed	1	\$25	PER 206
Life Insurance Planning, 3rd Ed	2	\$50	PER 207
Retirement Planning, 3rd Ed	1	\$25	PER 208
Disability and Health Insurance Planning, 3rd Ed	2	\$50	PER 209

<b>Commercial Insurance</b>			
Commercial Property Insurance, 2nd Ed	1	\$25	COMINS-004
Business Income Insurance, 5th Ed	2	\$50	COM 202
Comm Crime Insurance & Equipment Breakdown Insurance, 5th Ed	2	\$50	COM 203
Inland Marine and Ocean Marine Insurance, 5th Ed	1	\$25	COM 204
Commercial General Liability Insurance, 6th Ed	5	\$125	COMINS-001
Commercial Auto Insurance, 6th Ed	4	\$100	COMINS-002
Workers Compensation and Employers Liability Coverage, 6th Ed	1	\$25	COMINS-003
Businessowners and Farm Insurance, 5th Ed	1	\$25	COM 208
Specialty Coverages, 5th Ed	2	\$50	COM 209
<b>INSURANCE FINANCE</b>			
<b>Insurance Finance Series</b>			
Financial Statements	3	\$75	CIFS1
Insurance Accounting, 2nd Ed	2	\$50	INSFIN-002
Financial Ratios, 2nd Ed	2	\$50	INSFIN-001
Insurance Cycles	2	\$50	CIIC2
Ratings, Regulations, and Reinsurance, 2nd Ed	4	\$99	CIRR2
<b>CLAIMS</b>			
<b>Claims Handling Principles and Practices</b>			
CA Fair Claims Settlement Practices Regulations, 1st Ed	2	\$50	CLM 301
The Claim Function and Professional Ethics, 2nd Ed	1	\$25	CLM 410
The Claim Handling Process, 2nd Ed	2	\$50	CLM 411
Setting Case Reserves and Investigating Claims, 2nd Ed	1	\$25	CLM 412
Documenting Claims, 2nd Ed	1	\$25	CLM 413
Communicating Effectively, 2nd Ed	1	\$25	CLM 414
Dealing With Fraud, 2nd Ed	1	\$25	CLM 415
Negotiating Claims, 2nd Ed	1	\$25	CLM 416
Litigating Claims, 2nd Ed	1	\$25	CLM 417
Good-Faith Claim Handling, 2nd Ed	2	\$50	CLM 418

<b>Property Claims Practices</b>			
The Property Claims Handling Process, 2nd Ed	1	\$25	CLM 419
Determining Whether Coverage Applies, 2nd Ed	2	\$50	CLM 420
Handling Coverage Issues, 2nd Ed	1	\$25	CLM 421
Investigating Causes of Loss, 2nd Ed	2	\$50	CLM 422
Investigating Suspicious Property Claims, 2nd Ed	1	\$25	CLM 423
Determining Amounts Payable, 2nd Ed	2	\$50	CLM 424
Handling Merchandise Claims, 2nd Ed	2	\$50	CLM 425
Handling Business Income and Extra Expense Claims, 2nd Ed	2	\$25	CLM 426
Fundamentals of Inland Marine Claims, 2nd Ed	2	\$25	CLM 427
<b>Managing Bodily Injury Claims</b>			
Bodily Injury Claims Management, 2nd Ed	1	\$25	CLM 334
Bodily Injury Investigation Process, 2nd Ed	1	\$25	CLM 335
Injury and Treatment Evaluation, 2nd Ed	1	\$25	CLM 336
Impairment and Disability, 2nd Ed	1	\$25	CLM 337
Rehabilitation, 2nd Ed	1	\$25	CLM 338
Psychological Injuries, 2nd Ed	1	\$25	CLM 339
Issues With Ongoing Bodily Injury Claims, 2nd Ed	1	\$25	CLM 340
Managing Bodily Injury Case Studies, 2nd Ed	1	\$25	CLM 341
<b>Medical Claims Trainer</b>			
Injuries of the Back, Fibromyalgia and Reflex Sympathetic Dystrophy	3	\$75	CMCT01
Injuries of the Extremities	3	\$75	CMCT02
Closed Head Injuries, Psychological Claims and TMJ	3	\$75	CMCT03
<b>Workers Compensation Claim Practices</b>			
Introduction to Workers Compensation Claims, 2nd Ed	5	\$125	CLM 400
Overview of Workers Compensation, 2nd Ed	2	\$50	CLM 363
Workers Comp & Employers Liability Policy, 2nd Ed	1	\$25	CLM 364
Workers Compensation Statutes, 2nd Ed	1	\$25	CLM 365
Statutory Standards, 2nd Ed	1	\$25	CLM 366
Notice of Injury and Coverage Analysis, 2nd Ed	1	\$25	CLM 367
Investigating Coverage and Compensability, 2nd Ed	2	\$50	CLM 368

Investigating Medical Issues, 2nd Ed	1	\$25	CLM 369
Temporary Disability and Medical Benefits, 2nd Ed	1	\$25	CLM 370
Permanent Disability Benefits, 2nd Ed	1	\$25	CLM 371
Concluding Workers Compensation Claims, 2nd Ed	1	\$25	CLM 372
Subrogation, 2nd Ed	1	\$25	CLM 373
Other Workers Comp Issues, 2nd Ed	1	\$25	CLM 374
<b>Liability Claims Practice</b>			
Managing Liability Claims Litigation, 3rd Ed	2	\$50	CLM 401
Settling Liability Claims, 3rd Ed	2	\$50	CLM 402
Evaluating Liability Claims, 3rd Ed	2	\$50	CLM 403
Handling Coverage Disputes, 3rd Ed	1	\$25	CLM 404
Investigating Liability Claims, 3rd Ed	2	\$50	CLM 405
Determining Liability in Products Liability Claims, 3rd Ed	1	\$25	CLM 406
Determining Liability in Premises Liability Claims, 3rd Ed	3	\$75	CLM 407
Legal Principles for Determining Liability, 3rd Ed	3	\$75	CLM 408
Overview of Liability Claims, 3rd Ed	1	\$25	CLM 409
<b>Reinsurance Operations</b>			
Reinsurance Operations	2	\$50	CRO1
<b>Essential Business Skills for Insurance Professionals</b>			
Overview of Insurance 2nd Ed	1	\$25	BUSSKL-001
Fundamental Business Skills	1	\$25	BUS 212
Building Client Relationships	1	\$25	BUS 213
Consultative Selling	2	\$50	BUS 214
Management Training	2	\$50	BUS 215
Follow-Up Coaching	1	\$25	BUS 216
<b>MICRO-COURSES – Cyber Risk</b>			
Micro-course: Cyber Risk Management Concepts	1.5	\$37	ML 016
Micro-course: Holistically Managing Cyber Risk	1.5	\$37	ML 017
Micro-course: Addressing Cyber Risk with Insurance	1.5	\$37	ML 018
Micro-course: Cyber Risk Insurance Products	1.5	\$37	ML 019

<b>MICRO-COURSES – Data Analytics</b>			
Micro-course: Effectively Managing Data	1.5	\$37	ML 008
Micro-course: Implementing a Data Analytics Strategy	1.5	\$37	ML 009
Micro-course: Using Data to Drive Risk Mgt. & Insurance Decision Making	1.5	\$37	ML 010
Micro-course: Improving the Claims Process with Data Analytics	1.5	\$37	ML 011
Micro-course: Leveraging Data Analysis Techniques	1.5	\$37	ML 012
<b>MICRO-COURSES – Digital Literacy</b>			
Micro-course: Communicating Like a Professional	1.5	\$37	DL 201
Micro-course: Appropriately Sharing Business Information	1.5	\$37	DL 202
Micro-course: Thinking Critical on the Job	1.5	\$37	DL 203
<b>MICRO-COURSES – Leading and Managing People</b>			
Micro-course: Cultivating Successful Teams	1.5	\$37	ML 013
Micro-course: Positioning Employees for Success	1.5	\$37	ML 014
Micro-course: Connecting with Stakeholders	1.5	\$37	ML 015
<b>MICRO-COURSES – New Hire Onboarding P&amp;C Content</b>			
Micro-course: Industry Overview	1	\$25	ONB 203
Micro-course: Financial Overview	1	\$25	ONB 204
Micro-course: Ethics and Regulation	1	\$25	ONB 205
Micro-course: Insurer Departments and Their Tasks	1	\$25	ONB 206
Micro-course: Categories of Insurers and Services to the Insurance Industry	1	\$25	ONB 207
<b>MICRO-COURSES – Foundations</b>			
Micro-course: Insurance Basics	1.5	\$37	SAOIF1
Micro-course: Insurance Financial Basics	1.5	\$37	SAOIF2
Micro-course: Insurance Operations	1.5	\$37	SAOIF3
<b>MICRO-COURSES – Commercial General Liability</b>			
Micro-course: Applying CGL Coverages – Modifying the CGL Coverage Form; Other CGL Coverage; Determining if the CGL Covers a Claim	1	\$25	SABA15
Micro-course: Applying CGL Coverage Topics – Who Is an Insured; Applying CGL Limits; Applying CGL Conditions	1	\$25	SABA14
Micro-course: Emerging Liability Risks - Environmental	1	\$25	SABE14

Micro-course: Analyzing Commercial Liability Loss Exposures	1	\$25	SABA13
Micro-course: Understanding CGL Coverage	1	\$25	SABZ01
Micro-course: CGL Coverage A	1	\$25	SABZ02
Micro-course: CGL Coverage A Exclusions	1	\$25	SABZ03
Micro-course: CGL Coverage B	1	\$25	SABZ04
Micro-course: CGL Coverage C	1	\$25	SABZ05
Micro-course: Umbrella Liability Protection	1	\$25	SABU10
Micro-course: Understanding Excess Liability Protection	1	\$25	SABU09
<b>MICRO-COURSES – Business Acumen</b>			
Insurer Financial Results	1.5	\$37	ML 001
The Insurance Business	1.5	\$37	ML 002
The Insurance Product	1.5	\$37	ML 003
What Underwriters Do	1.5	\$37	ML 004
What Sales and Marketing Professionals Do	1.5	\$37	ML 005
What Actuaries Do	1.5	\$37	ML 006
What Claims Professionals Do	1.5	\$37	ML 007
<b>RISK MANAGEMENT INDUSTRY VERTICALS</b>			
Managing Risks in the Hospitality Industry: 1st Ed	2.5	\$62	RM 210
Understanding Risk in the Construction Industry: 1st Ed	2.5	\$62	RM 211
Understanding Risks in the Real Estate Industry: 1st Ed	2.5	\$62	RM 212
Understanding Risks for Public Entities: 1st Ed	2.5	\$62	RM 213
Understanding Risks in the Transportation Industry: 1st Ed	2.5	\$62	RM 214
Understanding Risks in the Manufacturing Industry: 1st Ed	2.5	\$62	RM 215
Understanding Risks in the Healthcare Industry: 1st Ed	2.5	\$62	RM 216

## THE INSTITUTES DESIGNATIONS ONLINE AND CERTIFICATE COURSES

The Institutes Designations online 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.

<b><u>Managing Cyber Risk: 3rd Ed</u></b>		\$379	C301
<b><u>Introduction to Risk Management and Insurance: 1st Ed</u></b>		<b><u>\$170</u></b>	<b><u>RMI 315-CE</u></b>
<b><u>Insurance Policy Guide: 1st Ed</u></b>		<b><u>\$50</u></b>	<b><u>C9F</u></b>
<b>Insurance Value Chain</b>			
Insurance Value Chain: Claim Processing		\$165	ISABI02
Insurance Value Chain: Policy Administration		\$140	ISABI01
<b><u>Accredited Adviser in Insurance (AAI®)</u></b>			
AAI 301--Becoming a Successful Agent: 1st Ed		\$279	CAAI301F
AAI 302--Growing a Book of Business: 1st Ed		\$279	CAAI302F
AAI 303-- Understanding Coverage Solutions: 1st Ed		\$279	CAAI303F
AAI 330--Managing a Thriving Agency: 1st Ed		\$279	CAAI330
AAI 301, AAI 302, and AAI 303 also available in 2 segments each @ \$159 / segment. Contact Customer Success at 800-644-2101 to enroll.			
<b><u>Accredited Customer Service Representative (ACSR™)</u></b>			
ACSR 321--Becoming a Successful CSR		\$279	CACSR321F
ACSR 332--Addressing Coverage Inquiries		\$279	CACSR322F
<u>Choose 3 of the following:</u>			
M-AB 131—Examining Workers Compensation Coverage		\$79	M-AB 131F
M-AB 132—Understanding P&C Ratemaking and Pricing		\$79	M-AB 132F
M-AB 133—Excelling at Account Management		\$79	M-AB 133F
M-AB 134—Exploring Today's Risk Management and Insurance Landscape		\$79	M-AB 134F
M-AB 135—Closing Business Income Coverage Gaps		\$79	M-AB 135F
M-AB 123—Understanding Supplemental Personal Lines		\$79	M-AB 123F
<b><u>Associate in Insurance (AINS®)</u></b>			
AINS 101--Increasing Your Insurance IQ		\$329	C101F
AINS 102--Understanding Personal Insurance		\$329	C102F
AINS 103--Exploring Commercial Insurance		\$329	C103F
<b><u>Associate in Claims (AIC™)</u></b>			
AIC 300--Claims in an Evolving World 1st Ed		\$379	CAIC300



AIC 301–Expanding Your Claims Perspective 1st Ed		\$379	CAIC301
AIC 302–Successfully Evaluating Auto Claims 1st Ed		\$379	CAIC302
AIC 303– Successfully Evaluating Liability Claims 1st Ed		\$379	CAIC303
AIC 304– Successfully Evaluating Property Claims 1st Ed		\$379	CAIC304
AIC 305– Successfully Evaluating Workers Compensation Claims 1st Ed		\$379	CAIC305
AIC 330 – Leading a Successful Claims Team 1st Ed		\$379	CAIC330
<b><u>Senior Professional Public Adjuster (SPPA®)</u></b>			
SPPA 30–Public Adj Claim Handling Principles & Practices: 1st Ed		\$219	CSPPA30
<b><u>Property Technical Certification I—Core Property Adjusting Principals (PTC)</u></b>		\$449	PTC1-PKG
Cause and Origin			PTC1-601–CE
Claim Documentation			PTC1-602–CE
Insurance Ethics			PTC1-603–CE
Property Insurance Fraud Awareness			PTC1-604–CE
Introduction to Fire Loss			PTC1-605–CE
Introduction to Property Claims			PTC1-606–CE
Introduction to Water Losses			PTC1-607–CE
Introduction to Windstorm Losses			PTC1-608–CE
Property Investigation Overview I			PTC1-609–CE
Property Investigation Overview II			PTC1-610–CE
Property Subrogation			PTC1-611–CE
Scoping and Estimating			PTC1-612–CE
<b><u>Property Technical Certification II—Exterior Loss Adjusting (PTC)</u></b>		\$449	PTC2-PKG
Commercial Claim Handling I			PTC2-601–CE
Commercial Claim Handling II			PTC2-602–CE
Commercial Roofing			PTC2-603–CE
Concrete and Masonry			PTC2-604–CE
Drain, Sewer, and Septic			PTC2-605–CE
Exterior Walls I			PTC2-606–CE
Exterior Walls II			PTC2-607–CE
Fences			PTC2-608–CE
Framing I			PTC2-609–CE

Framing II			PTC2-610–CE
Residential Roofing I			PTC2-611–CE
Residential Roofing II			PTC2-612–CE
<b><u>Property Technical Certification III—Interior Loss Adjusting (PTC)</u></b>		\$449	PTC3-PKG
Cabinets			PTC3-601–CE
Countertops			PTC3-602–CE
Doors			PTC3-603–CE
Windows			PTC3-604–CE
Finish Trades I			PTC3-605–CE
Finish Trades II			PTC3-606–CE
Finish Trades III			PTC3-607–CE
Flooring I			PTC3-608–CE
Flooring II			PTC3-609–CE
Electrical Systems			PTC3-610–CE
HVAC and Plumbing			PTC3-611–CE
<b><u>Associate in Data Analytics (AIDA®)</u></b>			
AIDA 181–Big Data Analytics for Risk and Insurance: 3rd Ed		\$379	C181
AIDA 182–Risk and Insurance Analysis Techniques: 2nd Ed		\$379	C182
<b><u>Associate in Fidelity and Surety Bonding (AFSB®)</u></b>			
AFSB 151–Understanding Surety Bond Basics, 1st Ed		\$379	C151
AFSB 152– Analyzing Contract Surety Bonding, 1st Ed		\$379	C152
AFSB 153–Mastering Commercial Surety Bonding and Crime Insurance, 1st Ed		\$379	C153
<b><u>Associate in Management (AIM™)</u></b>			
AIM 330–Leading in an Evolving Risk Environment 1sr Ed		\$379	CAIM330F
AIM 331—Managing Strategic Threats and Opportunities 1 <sup>st</sup> Ed		\$379	CAIM331F
<b><u>Associate in Insurance Accounting and Finance (AIAF™)</u></b>			
AIAF 114–Insurer Accounting Management: 1st Ed		\$259	C114
AIAF 115–Insurer Risk and Capital Management: 1st Ed		\$259	C115
<b><u>Associate in Information Technology (AIT)</u></b>			
AIDA 181– Big Data Analytics for Risk and Insurance: 3rd Ed		\$379	C181
AIT 24–General Insurance for IT and Support Professionals: 1st Ed		\$135	C24

Cyber 301—Managing Cyber Risk: 3rd Ed		\$379	C301
<b><u>Associate in Personal Insurance (API™)</u></b>			
API 320—Evaluating and Underwriting Personal Lines Risks 1 <sup>st</sup> ed		\$379	CAP1320
API 321—Effectively Managing a Personal Lines Portfolio 1 <sup>st</sup> Ed		\$379	CAP1321
<b><u>Associate in Commercial Underwriting (AU™)</u></b>			
AU 60—Evaluating Commercial Underwriting Risks: 1st Ed		\$379	C60
AU 61—Underwriting Organizations' Property Risks, 1st Ed		\$379	C61
AU 62— Underwriting Organizations' Liability Risks, 1st Ed		\$379	C62
AU 67— Managing Underwriting Success, 1st Ed		\$379	C67
<b><u>Associate in Reinsurance (ARe™)</u></b>			
ARe 320 – Serving the Reinsurance Customer 1 <sup>st</sup> Ed		\$379	CARE320F
ARe 321— Exploring Reinsurance Products and Transactions 1 <sup>st</sup> Ed		\$379	CARE321F
ARe 322 – Developing and Executing Treaty Reinsurance Contracts 1 <sup>st</sup> Ed		\$379	CARE322F
<b><u>Professional Risk Consultant (PRC™)</u></b>			
PRC 110—Insurance Foundations for Agents and Brokers		\$279	C110F
PRC 111—Recommending Coverage Solutions		\$279	C111F
<u>Choose 3 of the following:</u>			
M-AB 121—Closing Commercial Coverage Gaps		\$79	M-AB 121
M-AB 122—Helping Clients Prepare for the Worst		\$79	M-AB 122
M-AB 123—Understanding Supplemental Personal Lines		\$79	M-AB 123
M-AB 124—Managing Clients' Cyber Risks		\$79	M-AB 124
M-AB 125—Leading and Coaching Skills		\$79	M-AB 125
M-AB 126—Identifying Commercial Clients' Risks		\$79	M-AB 126
<b><u>Associate in Risk Management (ARM™)</u></b>			
ARM 400—Risk in an Evolving World 1st Ed		\$379	C400
ARM 401—Holistically Assessing Risk 1st Ed		\$379	C401
ARM 402—Successfully Treating Risk 1st Ed		\$379	C402
RM 420—Executing ERM in Your Organization 1st Ed (Stand-Alone Course)		\$145	RM 420
<b><u>Associate in Surplus Lines Insurance (ASLI™)</u></b>			
ASLI 320—Understanding Surplus Lines Insurance Operations: 1st Ed		\$379	CASLI320F

ASLI 321—Managing Risks with Surplus Lines Coverage 1st Ed		\$379	CASLI321F
<b><u>Associate in Premium Auditing (APA®)</u></b>			
APA 320—Understanding Premium Auditing		\$379	CAPA320
APA 321—Auditing Premiums for Insurance Products		\$379	CAPA321
<b><u>California Workers' Compensation Claims Administration Certificate (WCCA™)</u></b>			
WCCA 10—Foundations of California WC Claims: 2nd Ed Online		\$139	WCCA10-OL
WCCA 11—Establishing Injury & Affirmative Defenses in CA WC Claims: 2nd Ed Online		\$139	WCCA11-OL
WCCA 12—Medical Benefits in CA WC Claims: 2nd Ed Online		\$139	WCCA12-OL
WCCA 14—Disability and Death Benefits in CA WC Claims: 2nd Ed Online		\$139	WCCA14-OL
WCCA 15—Discovery & Litigation in CA WC Claims: 2nd Ed Online		\$139	WCCA15-OL
<b><u>California Workers Compensation Claims Professional (WCCP®)</u></b>			
WCCP 16—Permanent Disability Rating in CA WC Claims: 1st Ed Online		\$149	WCCP16-OL
WCCP 17—Statutes of Limitations, Jurisdiction & Civil Remedies in CA WC Claims: 1st Ed OL		\$149	WCCP17-OL
WCCP 18—Advanced Issues in Discovery & Litigation in CA WC Claims 1st Ed Online		\$149	WCCP18-OL
WCCP 20—Advanced Topics in CA WC Claims: 1st Ed Online		\$149	WCCP20-OL
<b><u>CPCU®</u></b>			
CPCU 500—Becoming a Leader in Risk Management and Insurance 1st Ed		\$379	C500F
CPCU 520—Meeting Challenges Across Insurance Operations 1st Ed		\$379	C520F
CPCU 530—Applying Legal Concepts to Insurance 1st Ed		\$379	C530F
CPCU 540—Contributing to Insurer Financial Performance 1st Ed		\$379	C540F
CPCU 550—Maximizing Value With Data and Integrity 1st Ed		\$379	C550F
CPCU 551—Managing Commercial Property Risk 1st Ed		\$379	C551F
CPCU 552—Managing Commercial Liability Risk 1st Ed		\$379	C552F
CPCU 555—Advancing Personal Insurance Products 1st Ed		\$379	C555F
CPCU 556—Building a Competitive Edge in Personal Lines 1st Ed		\$379	C556F

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## EMPLOYEE BENEFITS CERTIFICATES

### Health Product Foundations I Certificate

Health Insurance Basics		\$55	IFEBP 019-OL
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Health Literacy		\$55	IFEBP 018-OL
Health Care Delivery Models		\$55	IFEBP 021-OL
Introduction to Group Health Plans		\$220	IFEBP 001-OL
Self-Funded Health Plan Basics		\$55	IFEBP 003-OL
Health Care Cost Quality		\$55	IFEBP 020-OL
HIPPA Privacy		\$55	IFEBP 016-OL
Overview of Prescription Drugs		\$55	IFEBP 002-OL
Overview of ACA		\$55	IFEBP 022-OL
Overview of Exchanges		\$55	IFEBP 023-OL
<b>Health Product Foundations II Certificate</b>			
Workforce Wellness		\$165	IFEBP 005-OL
Health Savings Accounts (HSAs)		\$165	IFEBP 004-OL
Health Reimbursement Arrangements		\$110	IFEBP 006-OL
Flexible Spending Accounts (FSAs)		\$220	IFEBP 010-OL
Self-Funded Health Plans—Und Stop-Loss Ins		\$55	IFEBP 009-OL
Self-Funded Health Plans: Plan Administration		\$55	IFEBP 034-OL
<b>Health Plan Laws &amp; Regulations Certificate</b>			
COBRA		\$165	IFEBP 011-OL
HIPPA Security		\$55	IFEBP 025-OL
ERISA		\$220	IFEBP 012-OL
Fiduciary Responsibility for ERISA Plans		\$110	IFEBP 014-OL
Medicare Basics		\$55	IFEBP 017-OL
Americans with Disabilities Act (ADA)		\$165	IFEBP 026-OL
<b>Accelerated Health Benefit Topics Certificate</b>			
Understanding Social Security		\$165	IFEBP 024-OL
Self-Funded Health Plans: Cost Containment Strategies		\$110	IFEBP 033-OL
Family Medical Leave Act (FMLA)		\$220	IFEBP 013-OL
Leave Program Design and Administration		\$220	IFEBP 032-OL
Managing Absence and Productivity Issues		\$110	IFEBP 031-OL
<b>Life and Retirement Essentials Certificate</b>			
Overview of Disability Plans		\$55	IFEBP 008-OL

Life and Accidental Death & Dismemberment		\$55	IFEBP 007-OL
401(k) Plans		\$220	IFEBP 030-OL
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