

# THE INSTITUTES 2025 ORDER FORM FOR STUDY MATERIALS: EDITION 3

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.)

Email: CustomerSuccess@TheInstitutes.org • Order online at TheInstitutes.org



The Institutes  
Knowledge Group™

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 (800) 644-2101, or email questions to CustomerSuccess@TheInstitutes.org.

## 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.

## PLEASE INDICATE THE MONTH/YEAR IN WHICH YOU PLAN TO TAKE YOUR EXAM

1.

☐ January 15–March 15, 2026

☐ April 15–June 15, 2025

☐ July 15–September 15, 2025

☐ October 15–December 15, 2025

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.)

Billing Account #

Purchase Order #

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

Order Value (from other side)	\$
Net Amount	
Shipping Charge 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
Handling Charge <input type="checkbox"/> Ground Deliveries = No Charge <input type="checkbox"/> Second Day Air, Overnight Delivery, or International Orders = \$10.00	
Subtotal (Net Amount plus Shipping and Handling, if applicable.)	
Sales Tax Applicable sales tax will be charged for your delivery address location	Applicable Sales Tax
Total Amount Enclosed (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)	

INSTITUTES USE ONLY:

P C \$ \_\_\_\_\_ # \_\_\_\_\_ GF AF EX

4.

[illegible]

5.

Questions? Just call Customer Success at (800) 644-2101. We will be glad to answer questions and help you select the appropriate course!

## SHIPPING AND HANDLING INFORMATION

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

Shipping Charges: All orders are shipped by UPS. You will be charged the UPS published rate for shipping. Orders shipped to Alaska, Hawaii, and Puerto Rico will be shipped by UPS Second Day Air. An additional \$10 handling fee will be charged for 2nd Day Air and Overnight Air deliveries.

If you need to know the shipping rate before placing your order, contact [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org) or call (800) 644-2101.

International Orders: Place your order on our website [TheInstitutes.org](http://TheInstitutes.org). Shipping charges will be added at the time of your order. International deliveries are subject to additional charges for duties and taxes that are assessed at the time of customs clearance. Due to increased fuel costs, please note that a UPS fuel surcharge will be added to all international orders. The surcharge fluctuates by month, and notice of the exact surcharge will be included with your shipping quote.

Return Information: Before returning any study materials, contact Customer Success at The Institutes [Phone: (800) 644-2101; Fax: (610) 640-9576] for approval and instructions. You are responsible for the shipment until it arrives at our warehouse. Please ship using a traceable method or insure the package. Any printed materials must be returned within 30 days in the same condition received—the sender is responsible for return shipping and shipping charges will not be refunded.

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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).

# THE INSTITUTES 2025 ORDER FORM FOR STUDY MATERIALS: EDITION 3

Prices and availability are subject to change.

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.)

Email: CustomerSuccess@TheInstitutes.org • Order online at TheInstitutes.org



## 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.

STUDY MATERIALS		ITEM #	UNIT COST
CPCU DESIGNATION PROGRAM (Foundation Courses)			
CPCU 500	<b>Becoming a Leader in Risk Management and Insurance</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	500CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	500OA	399
CPCU 520	<b>Meeting Challenges Across Insurance Operations</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	520CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	520OA	399
CPCU 530	<b>Applying Legal Concepts to Insurance</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	530CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	530OA	399
CPCU 540	<b>Contributing to Insurer Financial Performance</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	540CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	540OA	399
CPCU 550	<b>Maximizing Value with Data and Technology</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	550CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	550OA	399

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 (800) 644-2101, or email questions to CustomerSuccess@TheInstitutes.org.

STUDY MATERIALS		ITEM #	UNIT COST
CPCU DESIGNATION PROGRAM (Concentration Courses)			
CPCU 551	<b>Managing Commercial Property Risk</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	551CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	551OA	399
CPCU 552	<b>Managing Commercial Liability Risk</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	552CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	552OA	399
CPCU 555	<b>Advancing Personal Insurance Products</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	555CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	555OA	399
CPCU 556	<b>Building a Competitive Edge in Personal Lines</b>		
	<b>Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	556CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	556OA	399

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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).

STUDY MATERIALS		ITEM #	UNIT COST
ASSOCIATE DESIGNATION PROGRAMS AND OTHER INSTITUTES COURSES			
<b>SM 18</b>	<b>Essentials of Supervision</b>		
	<b>Basic Print Package</b> (includes Text and Course Guide)	18RP	\$149
<b>SM 19</b>	<b>Supervisory Skills</b>		
	<b>Basic Print Package</b> (includes Text and Course Guide)	19RP	\$149
<b>AINS 101</b>	<b>Increasing Your Insurance IQ</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive video course with study guides, complete exam prep, simulated credentialing exam, QuizMe app)	1010A	\$349
<b>AINS 102</b>	<b>Understanding Personal Insurance</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive video course with study guides, complete exam prep, simulated credentialing exam, QuizMe app)	1020A	\$349
<b>AINS 103</b>	<b>Exploring Commercial Insurance</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive video course with study guides, complete exam prep, simulated credentialing exam, QuizMe app)	1030A	\$349
<b>AIS 320</b>	<b>Delivering Dynamic Insurance Services</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIS3200A	\$349
<b>AIT 24</b>	<b>General Insurance for IT and Support Professionals</b>		
	<b>Recommended Package</b> —1st edition (Textbook, online course, course guide, practice exams, review notes, flashcards, QuizMe app)	24PRP	\$349
	<b>Online Learning and QuizMe App</b> , 1st edition (Online course, assignment quizzes, practice exams, QuizMe app)	240A	249
<b>API 320</b>	<b>Evaluating and Underwriting Personal Lines Risks</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	API3200A	\$399
<b>API 321</b>	<b>Effectively Managing a Personal Lines Portfolio</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	API3210A	\$399
<b>AIO 101</b>	► <b>Understanding Claims and Underwriting Fundamentals</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive video course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIO1010A	\$349
<b>AIO 102</b>	► <b>Navigating Insurance Policy Administration</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive video course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIO1020A	\$349

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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).

STUDY MATERIALS		ITEM #	UNIT COST
AIC 300	<b>Claims in an Evolving World</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC300OA	\$399
AIC 301	<b>Expanding Your Claims Perspective</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC301OA	\$399
AIC 302	<b>Successfully Evaluating Auto Claims</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC302OA	\$399
AIC 303	<b>Successfully Evaluating Liability Claims</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC303OA	\$399
AIC 304	<b>Successfully Evaluating Property Claims</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC304OA	\$399
AIC 305	<b>Successfully Evaluating Workers Compensation Claims</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC305OA	\$399
AIC 330	<b>Leading a Successful Claims Team</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC330OA	\$399
SPPA 30	<b>Public Adjuster Claim Handling Principles and Practices</b>		
	<b>Standard Package</b> , 1st edition (Textbook, course guide, practice exams, review notes, flashcards, QuizMe app)	SPPA30CP	\$329
	<b>Recommended Package</b> , 1st edition (Textbook, online course, course guide, practice exams, review notes, flashcards, QuizMe app)	SPPA30CPB	399
AIM 330	<b>Leading in an Evolving Risk Environment</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIM330OA	\$399
AIM 331	<b>Managing Strategic Threats and Opportunities</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIM331OA	\$399

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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).

STUDY MATERIALS		ITEM #	UNIT COST
ARM 400	<b>Risk in an Evolving World</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	400CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	400OA	399
ARM 401	<b>Holistically Assessing Risk</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	401CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	401OA	399
ARM 402	<b>Successfully Treating Risk</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	402CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	402OA	399
ACRM 401	► <b>Effectively Managing Cyber Risk</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	ACRM401OA	\$399
ACRM 402	► <b>Successfully Implementing Cyber Coverages</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	ACRM402OA	\$399
AU 60	<b>Evaluating Commercial Underwriting Risks</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	60CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated, credentialing exam, QuizMe app)	60OA	399
AU 61	<b>Underwriting Organizations' Property Risks</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	61CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	61OA	399
AU 62	<b>Underwriting Organizations' Liability Risks</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	62CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	62OA	399
AU 67	<b>Managing Underwriting Success</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	67CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	67OA	399

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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).

STUDY MATERIALS		ITEM #	UNIT COST
PBP 401	► <b>Becoming a Strategic Program Administrator</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	PBP401OA	\$399
PBP 402	► <b>Understanding Program Administrator Contracts and Submissions</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	PBP402OA	\$399
AAI 301	<b>Becoming a Successful Insurance Agent</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI301OA	\$299
	<b>Segment A Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI301AOA	\$169
	<b>Segment B Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI301BOA	\$169
AAI 302	<b>Growing a Book of Business</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI302OA	\$299
	<b>Segment A Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI302AOA	\$169
	<b>Segment B Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI302BOA	\$169
AAI 303	<b>Understanding Coverage Solutions</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI303OA	\$299
	<b>Segment A Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI303AOA	\$169
	<b>Segment B Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI303BOA	\$169
AAI 330	<b>Managing a Thriving Agency</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI330OA	\$299
APA 320	<b>Understanding Premium Auditing</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	APA320OA	\$399
APA 321	<b>Auditing Premiums for Insurance Products</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	APA321OA	\$399
AIAF 320	► <b>Insurer Accounting and Finance Principles</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIAF320OA	\$399
AIAF 321	► <b>Managing Insurer Risk and Capital</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIAF321OA	\$399

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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).



STUDY MATERIALS		ITEM #	UNIT COST
AMIM 320	<b>Insuring Ocean Marine Risks</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AMIM3200A	\$399
AMIM 321	<b>Meeting Inland Marine Insurance Needs</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AMIM3210A	\$399
ARe 320	<b>Serving the Reinsurance Customer</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	ARE3200A	\$399
ARe 321	<b>Exploring Reinsurance Products and Transactions</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	ARE3210A	\$399
ARe 322	<b>Developing and Executing Treaty Reinsurance Contracts</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	ARE3220A	\$399
AFSB 151	<b>Understanding Surety Bond Basics</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	151CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	1510A	399
AFSB 152	<b>Analyzing Contract Surety Bonding</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	152CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	1520A	399
AFSB 153	<b>Mastering Commercial Surety Bonding and Crime Insurance</b>		
	<b>Recommended Package</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	153CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	1530A	399
ASLI 320	<b>Understanding Surplus Lines Operations</b>		
	<b>Recommended Package</b> , 1st edition (Course book, online course, assignment quizzes, practice exam, QuizMe app)	ASLI320CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, assignment quizzes, practice exam, QuizMe app)	ASLI3200A	399
ASLI 321	<b>Managing Risks with Surplus Lines Coverage</b>		
	<b>Recommended Package</b> , 1st edition (Course book, online course, assignment quizzes, practice exam, QuizMe app)	ASLI321CPB	\$499
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, assignment quizzes, practice exam, QuizMe app)	ASLI3210A	399

STUDY MATERIALS		ITEM #	UNIT COST
<b>AIDA 401</b>	► <b>Using Data Analytics to Strengthen the Insurance Value Chain</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIDA4010A	\$399
<b>AIDA 402</b>	► <b>Developing and Implementing Data-Driven Strategies</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIDA4020A	\$399
<b>ARC 301</b>	<b>Navigating the Insurance Regulatory Environment</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Online course, assignment quizzes, practice exams, QuizMe app)	ARC3010A	\$399
<b>ACSR 321</b>	<b>Becoming a Successful CSR</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course book, complete exam prep, simulated credentialing exam, QuizMe app)	ACSR3210A	\$299
<b>ACSR 322</b>	<b>Addressing Coverage Inquiries</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline and course book, complete exam prep, simulated credentialing exam, QuizMe app)	ACSR3220A	\$299
<b>M-AB 131</b>	<b>Examining Workers Compensation Coverage</b>	M-AB 131	\$79
<b>M-AB 132</b>	<b>Understanding P&amp;C Ratemaking and Pricing</b>	M-AB 132	\$79
<b>M-AB 133</b>	<b>Excelling at Account Management</b>	M-AB 133	\$79
<b>M-AB 134</b>	<b>Exploring Today's Risk Management and Insurance Landscape</b>	M-AB 134	\$79
<b>M-AB 135</b>	<b>Closing Business Income Coverage Gaps</b>	M-AB 135	\$79
<b>RMI 315</b>	<b>Introduction to Risk Management and Insurance</b> , 1st edition (Textbook with Exam Access)	RMI 315-02	\$180
<b>PTC I</b>	<b>Core Property Adjusting Principles</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$469
<b>PTC II</b>	<b>Exterior Loss Adjusting</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$469
<b>PTC III</b>	<b>Interior Loss Adjusting</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$469
<b>PTC I &amp; II</b>	<b>Bonus Package</b> (PTC I and II courses plus exams in one package)—Contact Customer Success to order		\$879
<b>PTC I &amp; III</b>	<b>Bonus Package</b> (PTC I and III courses plus exams in one package)—Contact Customer Success to order		\$879
<b>WCCA 300</b>	► <b>Analyzing the Workers Compensation Landscape</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	WCCA3000A	\$379
<b>WCCA 301</b>	► <b>Handling Workers Compensation Claims</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	WCCA3010A	\$379
<b>WCCA 302</b>	► <b>Conducting Workers Compensation Investigations</b>		
	<b>Online Learning with Exam Prep and QuizMe App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	WCCA3020A	\$379
INSTITUTES ONLINE COURSES—\$25 per Professional Development Hour (PDH). New online learning courses are coming soon! Log on to TheInstitutes.org for details.			

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 (800) 644-2101, or email questions to CustomerSuccess@TheInstitutes.org.