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	Name—Please print clearly.	-	Firm Name—if business address (business ad	ldress preferred)	
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5.	ORDER				
	Order Value (from other side)				\$
	Net Order Value				
	Shipping and Handling Charges—Select your shipping and handling charges based on the des Guam.)	stination	of your order. (See options below for India, other	r countries in Asia, and	
	INDIA Only				
	\square 10% of the net order value for orders \$750 or less and shipped to one address				\$
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	Other Countries in ASIA (<u>NOT India)</u>				
	25% of the net order value				\$
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Shipping to India—Orders \$750 net or less (and shipped to one address) add 10% of the net order value plus \$10 handling charge. All orders over \$750 net (and shipped to one address) add 8% of the net order value plus \$10 handling charge.

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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.

4.

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Revised/New Content.

STUDY MATERIALS		ITEM #	UNIT COST
CPCU DESIGNATIO	N PROGRAM (Foundation Courses)		
CPCU 500	Becoming a Leader in Risk Management and Insurance		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	500CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	500OA	399
CPCU 520	Meeting Challenges Across Insurance Operations		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	520CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	5200A	399
CPCU 530	Applying Legal Concepts to Insurance		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	530CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	530OA	399
CPCU 540	Contributing to Insurer Financial Performance		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	540CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	5400A	399
CPCU 550	Maximizing Value with Data and Technology		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	550CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	550OA	399

STUDY MATERIAL	S	ITEM #	UNIT COST
CPCU DESIGNATI	ON PROGRAM (Concentration Courses)		
CPCU 551	Managing Commercial Property Risk		
	Recommended Package , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	551CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	5510A	399
CPCU 552	Managing Commercial Liability Risk		
	Recommended Package , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	552CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	5520A	399
CPCU 555	Advancing Personal Insurance Products		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	555CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	5550A	399
CPCU 556	Building a Competitive Edge in Personal Lines		
	Recommended Package, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, printed course book, QuizMe app)	556CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	556OA	399

STUDY MATERIALS		ITEM #	UNIT COST
	NATION PROGRAMS AND OTHER INSTITUTES COURSES		
SM 18	Essentials of Supervision		
	Basic Print Package (includes Text and Course Guide)	18RP	\$149
SM 19	Supervisory Skills		1
	Basic Print Package (includes Text and Course Guide)	19RP	\$149
AINS 101	Increasing Your Insurance IQ		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive video course with study guides, complete exam prep, simulated credentialing exam, QuizMe app)	1010A	\$349
AINS 102	Understanding Personal Insurance		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive video course with study guides, complete exam prep, simulated credentialing exam, QuizMe app)	1020A	\$349
AINS 103	Exploring Commercial Insurance		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive video course with study guides, complete exam prep, simulated credentialing exam, QuizMe app)	1030A	\$349
AIS 320	Delivering Dynamic Insurance Services		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIS3200A	\$349
AIT 401	Understanding the Insurance Landscape		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIT4010A	\$379
API 320	Evaluating and Underwriting Personal Lines Risks		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	API3200A	\$399
API 321	Effectively Managing a Personal Lines Portfolio		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	API3210A	\$399
AIO 101	Understanding Claims and Underwriting Fundamentals		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive video course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIO1010A	\$349
AIO 102	Navigating Insurance Policy Administration		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive video course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIO1020A	\$349

STUDY MATERIALS		ITEM #	UNIT COST
AIC 300	Claims in an Evolving World		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3000A	\$399
AIC 301	Expanding Your Claims Perspective		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3010A	\$399
AIC 302	Successfully Evaluating Auto Claims		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3020A	\$399
AIC 303	Successfully Evaluating Liability Claims		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3030A	\$399
AIC 304	Successfully Evaluating Property Claims		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3040A	\$399
AIC 305	Successfully Evaluating Workers Compensation Claims		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3050A	\$399
AIC 330	Leading a Successful Claims Team		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIC3300A	\$399
SPPA 300	Navigating Claims as a Public Adjuster		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	SPPA3000A	\$379
AIM 330	Leading in an Evolving Risk Environment		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIM3300A	\$399
AIM 331	Managing Strategic Threats and Opportunities		
	Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIM3310A	\$399

STUDY MATERIALS		ITEM #	UNIT COST
ARM 400	Risk in an Evolving World		
	Recommended Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	400CPB	\$499
	Online Learning with Exam Prep and QuizMe App , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	4000A	399
ARM 401	Holistically Assessing Risk		
	Recommended Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	401CPB	\$499
	Online Learning with Exam Prep and QuizMe App , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	4010A	399
ARM 402	Successfully Treating Risk		
	Recommended Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	402CPB	\$499
	Online Learning with Exam Prep and QuizMe App , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	4020A	399
ACRM 401	Effectively Managing Cyber Risk		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	ACRM4010A	\$399
ACRM 402	Successfully Implementing Cyber Coverages		
	Online Learning with Exam Prep and QuizMe App , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	ACRM4020A	\$399
AU 60	Evaluating Commercial Underwriting Risks		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	60CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated, credentialing exam, QuizMe app)	600A	399
AU 61	Underwriting Organizations' Property Risks		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	61CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	610A	399
AU 62	Underwriting Organizations' Liability Risks		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	62CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	620A	399
AU 67	Managing Underwriting Success		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, printed course book, QuizMe app)	67CPB	\$499
	Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, QuizMe app)	670A	399

STUDY MATERI	ALS		ITEM #	UNIT COST
PBP 401		Becoming a Strategic Program Administrator		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	PBP4010A	\$399
PBP 402		Understanding Program Administrator Contracts and Submissions		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, QuizMe app)	PBP4020A	\$399
AAI 301		Becoming a Successful Insurance Agent		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI3010A	\$299
		Segment A Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI301AOA	\$169
		Segment B Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI301BOA	\$169
AAI 302		Growing a Book of Business		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI3020A	\$299
		Segment A Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI302AOA	\$169
		Segment B Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI302BOA	\$169
AAI 303		Understanding Coverage Solutions		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI3030A	\$299
		Segment A Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI303AOA	\$169
		Segment B Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI303BOA	\$169
AAI 330		Managing a Thriving Agency		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, QuizMe app)	AAI3300A	\$299
APA 320		Understanding Premium Auditing		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	APA3200A	\$399
APA 321		Auditing Premiums for Insurance Products		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	APA3210A	\$399
AIAF 320		Insurer Accounting and Finance Principles		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIAF3200A	\$399
AIAF 321		Managing Isurer Risk and Capital		
		Online Learning with Exam Prep and QuizMe App, 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, QuizMe app)	AIAF3210A	\$399

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

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