

# THE INSTITUTES 2026 ORDER FORM FOR STUDY MATERIALS: EDITION 1



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.)

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).

## 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, 2026  July 15–September 15, 2026  October 15–December 15, 2026

## 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.)

## 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](http://TheInstitutes.org).)

## ORDER

6.	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 <a href="mailto:CustomerSuccess@TheInstitutes.org">CustomerSuccess@TheInstitutes.org</a> 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 _____

INSTITUTES USE ONLY:

P C \$ \_\_\_\_\_ # \_\_\_\_\_

GF AF EX

(mandatory on all charge orders)

5. Visit us at [TheInstitutes.org](http://TheInstitutes.org) to fast track your risk management or insurance career with certifications and designations that will get your noticed!

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 2026 ORDER FORM FOR STUDY MATERIALS: EDITION 1

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](mailto:CustomerSuccess@TheInstitutes.org) • Order online at [TheInstitutes.org](http://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)		
<b>CPCU 500</b> <b>Becoming a Leader in Risk Management and Insurance</b>		
<b>CPCU 500 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU500COMP	\$519
<b>CPCU 500 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU500RECO	\$419
<b>CPCU 520</b> <b>Meeting Challenges Across Insurance Operations</b>		
<b>CPCU 520 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU520COMP	\$519
<b>CPCU 520 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU520RECO	\$419
<b>CPCU 530</b> <b>Applying Legal Concepts to Insurance</b>		
<b>CPCU 530 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU530COMP	\$519
<b>CPCU 530 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU530RECO	\$419
<b>CPCU 540</b> <b>Contributing to Insurer Financial Performance</b>		
<b>CPCU 540 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU540COMP	\$519
<b>CPCU 540 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU540RECO	\$419
<b>CPCU 550</b> <b>Maximizing Value with Data and Technology</b>		
<b>CPCU 550 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU550COMP	\$519
<b>CPCU 550 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU550RECO	\$419

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
CPCU DESIGNATION PROGRAM (Concentration Courses)		
<b>CPCU 551</b>	<b>Managing Commercial Property Risk</b>	
	<b>CPCU 551 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU551COMP \$519
	<b>CPCU 551 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU551RECO \$419
<b>CPCU 552</b>	<b>Managing Commercial Liability Risk</b>	
	<b>CPCU 552 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU552COMP \$519
	<b>CPCU 552 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU552RECO \$419
<b>CPCU 555</b>	<b>Advancing Personal Insurance Products</b>	
	<b>CPCU 555 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU555COMP \$519
	<b>CPCU 555 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU555RECO \$419
<b>CPCU 556</b>	<b>Building a Competitive Edge in Personal Lines</b>	
	<b>CPCU 556 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU556COMP \$519
	<b>CPCU 556 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	CPCU556RECO \$419

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>AINS 101</b>	<b>Increasing Your Insurance IQ</b>		
	<b>AINS 101 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)	1010A	\$359
<b>AINS 102</b>	<b>Understanding Personal Insurance</b>		
	<b>AINS 102 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)	1020A	\$359
<b>AINS 103</b>	<b>Exploring Commercial Insurance</b>		
	<b>AINS 103 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)	1030A	\$359
<b>AIS 320</b>	<b>Delivering Dynamic Insurance Services</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIS3200A	\$359
<b>AIT 401</b>	► <b>Understanding the Insurance Landscape</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIT4010A	\$389
<b>API 320</b>	<b>Evaluating and Underwriting Personal Lines Risks</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	API3200A	\$415
<b>API 321</b>	<b>Effectively Managing a Personal Lines Portfolio</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	API3210A	\$415
<b>AIO 101</b>	► <b>Understanding Claims and Underwriting Fundamentals</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive video course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIO1010A	\$359
<b>AIO 102</b>	► <b>Navigating Insurance Policy Administration</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive video course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIO1020A	\$359
<b>ACRR 401</b>	► <b>Responding to Natural Catastrophe Risks</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	ACRR4010A	\$415
<b>ACRR 402</b>	► <b>Managing Catastrophe Risks Caused by Humans</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	ACRR4020A	\$415

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
<b>AIC 300</b>	<b>Claims in an Evolving World</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC300OLPK	\$419
<b>AIC 301</b>	<b>Expanding Your Claims Perspective</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC301OLPK	\$419
<b>AIC 302</b>	<b>Successfully Evaluating Auto Claims</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC302OLPK	\$419
<b>AIC 303</b>	<b>Successfully Evaluating Liability Claims</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC303OLPK	\$419
<b>AIC 304</b>	<b>Successfully Evaluating Property Claims</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC304OLPK	\$419
<b>AIC 305</b>	<b>Successfully Evaluating Workers Compensation Claims</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC305OLPK	\$419
<b>AIC 330</b>	<b>Leading a Successful Claims Team</b>  <b>AIC 300 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app, AI Assignment Assistant)	AIC330OLPK	\$419
<b>SPPA 300</b>	► <b>Navigating Claims as a Public Adjuster</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	SPPA300OA	\$389
<b>AIM 330</b>	<b>Leading in an Evolving Risk Environment</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIM330OA	\$415
<b>AIM 331</b>	<b>Managing Strategic Threats and Opportunities</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIM331OA	\$415
<b>PEBC 110</b>	► <b>Recommending Employee Benefit Solutions</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	PEBC110OA	\$389
<b>PEBC 112</b>	► <b>Becoming an Effective Employee Benefits Consultant</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	PEBC112OA	\$389

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
<b>ARM 400</b>	<b>Risk in an Evolving World</b>  <b>ARM 400 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>ARM 400 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>ARM 401</b>	<b>Holistically Assessing Risk</b>  <b>ARM 401 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>ARM 401 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>ARM 402</b>	<b>Successfully Treating Risk</b>  <b>ARM 402 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>ARM 402 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>ACRM 401</b>	<b>Effectively Managing Cyber Risk</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, mobile app)		
<b>ACRM 402</b>	<b>Successfully Implementing Cyber Coverages</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, mobile app)		
<b>AU 60</b>	<b>Evaluating Commercial Underwriting Risks</b>  <b>AU 60 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>AU 60 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>AU 61</b>	<b>Underwriting Organizations' Property Risks</b>  <b>AU 61 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>AU 61 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>AU 62</b>	<b>Underwriting Organizations' Liability Risks</b>  <b>AU 62 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>AU 62 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>AU 67</b>	<b>Managing Underwriting Success</b>  <b>AU 67 Comprehensive Package</b> , 1st edition (Online course, printed course book, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)  <b>AU 67 Recommended Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		

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
<b>PBP 401</b>	<b>Becoming a Strategic Program Administrator</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, mobile app)	PBP4010A	\$415
<b>PBP 402</b>	<b>Understanding Program Administrator Contracts and Submissions</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam, mobile app)	PBP4020A	\$415
<b>AAI 301</b>	<b>Becoming a Successful Insurance Agent</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)  <b>Segment A Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)  <b>Segment B Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)	AAI3010A	\$319
		AAI301AOA	\$179
		AAI301BOA	\$179
<b>AAI 302</b>	<b>Growing a Book of Business</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)  <b>Segment A Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)  <b>Segment B Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)	AAI3020A	\$319
		AAI302AOA	\$179
		AAI302BOA	\$179
<b>AAI 303</b>	<b>Understanding Coverage Solutions</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)  <b>Segment A Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)  <b>Segment B Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)	AAI3030A	\$319
		AAI303AOA	\$179
		AAI303BOA	\$179
<b>AAI 330</b>	<b>Managing a Thriving Agency</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, simulated credentialing exam, mobile app)	AAI3300A	\$319
<b>APA 320</b>	<b>Understanding Premium Auditing</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	APA3200A	\$415
<b>APA 321</b>	<b>Auditing Premiums for Insurance Products</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	APA3210A	\$415
<b>AIAF 320</b>	<b>Insurer Accounting and Finance Principles</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIAF3200A	\$415
<b>AIAF 321</b>	<b>Managing Insurer Risk and Capital</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	AIAF3210A	\$415

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
<b>AMIM 320</b>	<b>Insuring Ocean Marine Risks</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)		
<b>AMIM 321</b>	<b>Meeting Inland Marine Insurance Needs</b>  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition, (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)		
<b>ARe 320</b>	<b>Serving the Reinsurance Customer</b>  <b>ARe 320 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>ARe 321</b>	<b>Exploring Reinsurance Products and Transactions</b>  <b>ARe 321 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>ARe 322</b>	<b>Developing and Executing Treaty Reinsurance Contracts</b>  <b>ARe 322 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)		
<b>AFSB 151</b>	<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, mobile app)  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, mobile app)	151CPB	\$515
<b>AFSB 152</b>	<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, mobile app)  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, mobile app)	152CPB	\$515
<b>AFSB 153</b>	<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, mobile app)  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, mobile app)	153CPB	\$515
<b>ASLI 320</b>	<b>Understanding Surplus Lines Operations</b>  <b>Recommended Package</b> , 1st edition (Course book, online course, assignment quizzes, practice exam, mobile app)  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, assignment quizzes, practice exam, mobile app)	ASLI320CPB	\$515
<b>ASLI 321</b>	<b>Managing Risks with Surplus Lines Coverage</b>  <b>Recommended Package</b> , 1st edition (Course book, online course, assignment quizzes, practice exam, mobile app)  <b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, assignment quizzes, practice exam, mobile app)	ASLI321CPB	\$515
		ASLI321OA	\$415

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
<b>AIDA 401</b>	<b>Using Data Analytics to Strengthen the Insurance Value Chain</b>		
	<b>AIDA 401 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)	AIDA401OLPK	\$415
<b>AIDA 402</b>	<b>Developing and Implementing Data-Driven Strategies</b>		
	<b>AIDA 402 Online Learning Package</b> , 1st edition (Online course, printable study outline, assignment quizzes, interactive practice exams, simulated credentialing exam, mobile app)	AIDA402OLPK	\$415
<b>ARC 301</b>	<b>Navigating the Insurance Regulatory Environment</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Online course, assignment quizzes, practice exams, mobile app)	ARC301OA	\$415
<b>ACSR 321</b>	<b>Becoming a Successful CSR</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course book, complete exam prep, simulated credentialing exam, mobile app)	ACSR321OA	\$309
<b>ACSR 322</b>	<b>Addressing Coverage Inquiries</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline and course book, complete exam prep, simulated credentialing exam, mobile app)	ACSR322OA	\$309
<b>M-AB 131</b>	<b>Examining Workers Compensation Coverage</b>	M-AB 131	\$85
<b>M-AB 132</b>	<b>Understanding P&amp;C Ratemaking and Pricing</b>	M-AB 132	\$85
<b>M-AB 133</b>	<b>Excelling at Account Management</b>	M-AB 133	\$85
<b>M-AB 134</b>	<b>Exploring Today's Risk Management and Insurance Landscape</b>	M-AB 134	\$85
<b>M-AB 135</b>	<b>Closing Business Income Coverage Gaps</b>	M-AB 135	\$85
<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		\$479
<b>PTC II</b>	<b>Exterior Loss Adjusting</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$479
<b>PTC III</b>	<b>Interior Loss Adjusting</b> (12 online courses plus exams in one package)—Contact Customer Success to order		\$479
<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		\$899
<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		\$899
<b>WCCA 300</b>	► <b>Analyzing the Workers Compensation Landscape</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	WCCA300OA	\$389
<b>WCCA 301</b>	► <b>Handling Workers Compensation Claims</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	WCCA301OA	\$389
<b>WCCA 302</b>	► <b>Conducting Workers Compensation Investigations</b>		
	<b>Online Learning with Exam Prep and Mobile App</b> , 1st edition (Interactive course with printable study outline, complete exam prep, simulated credentialing exam, mobile app)	WCCA302OA	\$389

INSTITUTES ONLINE COURSES—\$25 per Professional Development Hour (PDH). New online learning courses are coming soon! Log on to [TheInstitutes.org](http://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](http://TheInstitutes.org), call Customer Success at (800) 644-2101, or email questions to [CustomerSuccess@TheInstitutes.org](mailto:CustomerSuccess@TheInstitutes.org).