

Professional Development: The Institutes' Online Course List

The Institutes' online non-designation courses are priced at \$22 per professional development hour. Volume discounts are available for prepaid agreements. Applicable prepaid volume discounts do not apply to CEU compliance content.

The Institutes' online courses can be delivered through learning management system (LMS) integrations. Contact Sales@TheInstitutes.org to learn more about LMS integrations.

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Insurance Essentials			
Insurance Essentials, 2nd Edition	4	\$88	310N
Successful Starts			
Successful Starts for CSRs	3	\$66	ONB 201
Successful Starts for Producers	3	\$66	ONB 202
Insurance Fundamentals			
Captive Insurance Fundamentals	3	\$66	CAP 201
Claim Handling Fundamentals	3	\$66	CFCL1
Cyber Risk Fundamentals	3	\$66	CYB 201
Insurance Business Fundamentals	2	\$44	CFBS1
Insurance Ethics Fundamentals	1	\$22	CFET1
Insurance Fraud Prevention Fundamentals	1	\$22	CFFD1
Insurance Policy Fundamentals	2	\$44	CFPL1
Insurance Ratemaking Fundamentals	1	\$22	CFRT1
International Insurance Fundamentals	3	\$66	SPEC 211
Marine Insurance Fundamentals	4	\$88	MAR 210
Risk Management Fundamentals	2	\$44	RM202
Reinsurance Fundamentals	1	\$22	CFRE1

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Surplus Lines Fundamentals	3	\$66	SPEC 210
Underwriting Fundamentals	1	\$22	CFUW1
Introduction to Risk Management and Insurance			
Fundamentals of Property-Casualty Insurance, 1st edition	2.5	\$55	GEN 201
Fundamentals of Risk Management, 1st edition	1	\$22	RM 201
Fundamentals of Underwriting, 1st edition	2	\$44	UND 201
Fundamentals of Claims, 1st edition	2	\$44	CLM 204
Insurance Principles			
Claims, 5th edition	2	\$44	CPCL1
Insurance Policies, 5th edition	2	\$44	COIP1
Insurer Financial Performance, 5th edition	2	\$44	CPIFP1
Insurers and How They are Regulated, 5th edition	2	\$44	CITF1
Loss Exposures, 5th edition	2	\$44	CPLLE1
Marketing, 5th edition	2	\$44	CPMG1
Risk Management, 5th edition	2	\$44	CPRM1
Understanding Insurance, 5th edition	2	\$44	CPUF1
Underwriting and Ratemaking, 5th edition	2	\$44	CPUR1
Personal Insurance			
Personal Insurance Overview, 3rd edition	2	\$44	PER 201
Automobile Insurance and Society, 3rd edition	1	\$22	PER 202
Personal Auto Insurance Policy, 3rd edition	5	\$11	PER 203
Homeowners Insurance Policy, 3rd edition	3	\$66	PER 204
Dwelling, Mobile Home, Flood, Windstorm, 3rd edition	1	\$22	PER 205
Personal Inland Marine, Watercraft, Umbrella, 3rd edition	1	\$22	PER 206
Life Insurance Planning, 3rd edition	2	\$44	PER 207
Retirement Planning, 3rd edition	1	\$22	PER 208
Disability and Health Insurance Planning, 3rd edition	2	\$44	PER 209
Commercial Insurance			
Commercial Property Insurance, 5th edition	5	\$110	COM 201
Business Income Insurance, 5th edition	2	\$44	COM 202
Commercial Crime Insurance and Equipment Breakdown Insurance, 5th edition	2	\$44	COM 203
Inland Marine and Ocean Marine Insurance, 5th edition	1	\$22	COM 204
Commercial General Liability Insurance, 5th edition	5	\$110	COM 205
Commercial Auto Insurance, 5th edition	4	\$88	COM 206
Workers Compensation and Employers Liability Coverage, 5th edition	1	\$22	COM 207
Businessowners' and Farm Insurance, 5th edition	1	\$22	COM 208
Specialty Coverages, 5th edition	2	\$44	COM 209

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Insurance Finance			
Insurance Finance Series			
Financial Statements	3	\$66	CIFS1
Insurance Accounting	2	\$44	CIIA1
Financial Ratios	2	\$44	CIFR1
Insurance Cycles	2	\$44	CIIC2
Ratings, Regulations, and Reinsurance	4	\$88	CIRR1
Claims			
Claims Handling Principles and Practices			
CA Fair Claims Settlement Practices Regulations, 1st edition	1.5	\$33	CLM 301
The Claim Function and Professional Ethics, 1st edition	1	\$22	CLM 302
The Claim Handling Process, 1st edition	2	\$44	CLM 303
Setting Case Reserves & Investigating Claims, 1st edition	1	\$22	CLM 304
Documenting Claims, 1st edition	1	\$22	CLM 305
Communicating Effectively, 1st edition	1	\$22	CLM 306
Dealing with Fraud, 1st edition	1	\$22	CLM 307
Negotiating Claims, 1st edition	1	\$22	CLM 308
Litigating Claims, 1st edition	1	\$22	CLM 309
Good-Faith Claim Handling, 1st edition	2	\$44	CLM 310
Property Claim Practices			
Property Insurance Basics, 1st edition	2	\$44	CLM 311
Property Insurance: Valuation, Limits, & Conditions, 1st edition	2	\$44	CLM 312
Loss Adjustment Process, 1st edition	2	\$44	CLM 313
Loss Investigation, 1st edition	2	\$44	CLM 314
Good-Faith Investigation & Coverage Defenses, 1st edition	1	\$22	CLM 315
Fraud Investigations, 1st edition	1	\$22	CLM 316
Fundamentals of Estimating, 1st edition	2	\$44	CLM 317
Fundamentals of Residential Construction, 1st edition	1	\$22	CLM 318
Merchandise Losses, 1st edition	1	\$22	CLM 319
Business Income Losses, 1st edition	2	\$44	CLM 320
Specialty Losses, 1st edition	3	\$66	CLM 321
Liability Claims Practice			
Overview of Liability Claims, 2nd edition	2	\$44	CLM 322
Settling Liability Claims, 2nd edition	2	\$44	CLM 332
Managing Bodily Injury Claim			
Bodily Injury Claims Management, 2nd edition	1	\$22	CLM 334
Bodily Injury Investigation Process, 2nd edition	1	\$22	CLM 335
Injury and Treatment Evaluation, 2nd edition	1	\$22	CLM 336
Impairment and Disability, 2nd edition	1	\$22	CLM 337
Rehabilitation, 2nd edition	1	\$22	CLM 338
Psychological Injuries, 2nd edition	1	\$22	CLM 339
Issues With Ongoing Bodily Injury Claims, 2nd edition	1	\$22	CLM 340
Managing Bodily Injury Case Studies, 2nd edition	1	\$22	CLM 341

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Settling Liability Claims, 2nd edition	2	\$44	CLM 332
Managing Bodily Injury Claim			
Bodily Injury Claims Management, 2nd edition	1	\$22	CLM 334
Bodily Injury Investigation Process, 2nd edition	1	\$22	CLM 335
Injury and Treatment Evaluation, 2nd edition	1	\$22	CLM 336
Impairment and Disability, 2nd edition	1	\$22	CLM 337
Rehabilitation, 2nd edition	1	\$22	CLM 338
Psychological Injuries, 2nd edition	1	\$22	CLM 339
Issues With Ongoing Bodily Injury Claims, 2nd edition	1	\$22	CLM 340
Managing Bodily Injury Case Studies, 2nd edition	1	\$22	CLM 341
Workers Compensation Claim Practices			
Overview of Workers Compensation, 1st edition	2	\$44	CLM 342
Workers Compensation & Employers Liability , 1st edition	1	\$22	CLM 343
Workers Compensation Statutes, 1st edition	1	\$22	CLM 344
Statutory Standards, 1st edition	1	\$22	CLM 345
Notice of Injury and Coverage Analysis, 1st edition	1	\$22	CLM 346
Investigating Coverage and Compensability, 1st edition	2	\$44	CLM 347
Investigating Medical Issues, 1st edition	1	\$22	CLM 348
Temporary Disability and Medical Benefits, 1st edition	1	\$22	CLM 349
Permanent Disability Benefits, 1st edition	1	\$22	CLM 350
Concluding Workers Compensation Claims, 1st edition	1	\$22	CLM 351
Subrogation, 1st edition	1	\$22	CLM 352
Reinsurance			
Reinsurance Fundamentals	1	\$22	CFRE1
Reinsurance Operations	2	\$44	CRO1
<i>Also see ARe 143 Primary Insurance Coverages on page 7.</i>			
Essential Business Skills for Insurance Professionals			
Overview of the insurance Industry		\$22	BUS 211
Fundamental Business Skills		\$22	BUS 212
Building Client Relationships		\$22	BUS 213
Consultative Selling		\$44	BUS 214
Management Training		\$44	BUS 215
Follow-Up Coaching		\$22	BUS 216
<i>Business skills courses are priced as listed above. Corporate discounts and prepaid content access agreement volume discounts do not apply to business skills courses.</i>			

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Fraud			
Insurance Fraud Prevention Fundamentals	1	\$22	CFFD1
Dealing With Fraud	1	\$22	CLM 307

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
The Institutes' Online Designation and Certificate Courses			
The Institutes' online designation-based courses are priced as indicated for each course listed. Prepaid volume discounts do not apply to designation courses. If your company is eligible for a print study material discount, the same discount applies to online designation courses.			
Managing Cyber Risk, 2nd ed.		\$226	CYB 301
Introduction to Risk Management and Insurance, 1 st ed.		\$175	RMI 315
Accredited Adviser in Insurance (AAI®)			
AAI 81 – Foundations of Insurance Production: 4 th Edition		\$326	C81
AAI 82 – Multiple-Lines Insurance Production: 5 th Edition		\$326	C82
AAI 83 – Agency Operations and Sales Management: 4 th Edition		\$281	C83
AAI 87 – Agency Leadership and Strategic Alignment: 1 st Edition		\$193	C87
Accredited Customer Service Representative(ACSR®)			
ACSR 1 – Homeowner's Insurance: 2nd Edition		\$42	C371
ACSR 2 – Personal Automobile Insurance: 2nd Edition		\$42	C372
ACSR 3 – Personal Lines Related Coverages: 2nd Edition		\$42	C373
ACSR 4 – Agency, Errors, and Omissions: 1st Edition		\$42	C374
ACSR 5 – Professional Development and Account Management: 1st Edition		\$42	C375
ACSR 6 – Commercial Property Insurance: 3rd Edition		\$52	C386
ACSR 7 – Commercial Liability Insurance: 3rd Edition		\$52	C387
ACSR 8 - Commercial Automobile Insurance: 3rd Edition		\$52	C388
ACSR 9 – Commercial Lines Related Coverages: 3rd Edition		\$52	C389
ACSR 10 – Life Insurance: 1st Edition		\$42	C390
ACSR 11 – Retirement Planning, 1st Edition		\$42	C391
ACSR 12 – Disability and Health Insurance: 1st Edition		\$42	C392

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Associate in General Insurance (AINS®)			
AINS 21 – Property & Liability Insurance Principles: 7th Edition		\$164	C21
AINS 22 – Personal Insurance: 3rd Edition		\$211	C22
AINS 23 – Commercial Insurance: 5th Edition		\$211	C23
AINS 24 – General Insurance for IT & Support Prof: 2 nd Edition		\$164	C24
AIS 25 – Delivering Insurance Services: 4th Edition		\$108	C25

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Associate in Claims (AIC®)			
AIC 30 – Claim Handling Principles and Practices: 2nd Edition		\$193	CAIC30
AIC 31 – Property Claims Practices: 2nd Edition		\$193	C31
AIC 32 – Liability Claims Practices: 3rd Edition		\$193	C32
AIC 37 – Managing Bodily Injury Claims: 2nd Edition		\$193	C37
AIC 39 – Auto Claim Practices: 2nd Edition		\$232	C39
AIC 41 – Property Coverages: 4th Edition		\$193	C41
AIC 43 – Property & Liability Coverages: 3rd Edition		\$193	C43
AIC 44 – Workers Compensation Claims Practices: 2nd Edition		\$193	CAIC44
AIC 47 – Claims Leadership and Organizational Alignment: 2nd Edition		\$193	C47
SPPA 30 – Public Adjusters Claim Handling Principles and Practices: 1 st Edition		\$193	CSPPA30
Property Technical Certification (PTC)			
Property Technical Certification I – Core Property Adjusting			
Cause and Origin		\$22	PTC1-601
Claim Documentation		\$33	PTC1-602
Insurance Ethics		\$49.50	PTC1-603
Property Insurance Fraud Awareness		\$22	PTC1-604
Introduction to Fire Loss		\$82.50	PTC1-605
Introduction to Property Claims		\$49.50	PTC1-606
Introduction to Water Losses		\$99	PTC1-607
Introduction to Windstorm Losses		\$49.50	PTC1-608
Property Investigation Overview I		\$49.50	PTC1-609
Property Investigation Overview II		\$49.50	PTC1-610
Property Subrogation		\$49.50	PTC1-611
Scoping and Estimating		\$82.50	PTC1-612
Property Technical Certification II – Exterior Loss Adjusting			
Commercial Claim Handling I		\$88	PTC2-601
Commercial Claim Handling II		\$99	PTC2-602
Commercial Roofing		\$77	PTC2-603
Concrete and Masonry		\$49.50	PTC2-604
Drain, Sewer, and Septic		\$27.50	PTC2-605
Exterior Walls I		\$27.50	PTC2-606
Exterior Walls II		\$49.50	PTC2-607
Fences		\$38.50	PTC2-608
Framing I		\$38.50	PTC2-609
Framing II		\$55	PTC2-610

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Residential Roofing I		\$88	PTC2-611
Residential Roofing II		\$38.50	PTC2-612
Property Technical Certification III – Interior Loss Adjusting			
Cabinets		\$33	PTC3-601
Countertops		\$33	PTC3-602
Doors		\$55	PTC3-603
Windows		\$33	PTC3-604
Finish Trades I		\$55	PTC3-605
Finish Trades II		\$55	PTC3-606
Finish Trades III		\$55	PTC3-607
Flooring I		\$71.50	PTC3-608
Flooring II		\$71.50	PTC3-609
Electrical Systems		\$71.50	PTC3-610
HVAC and Plumbing		\$71.50	PTC3-611
Associate in Data Analytics (AIDA®)			
AIDA 181 – Big Data Analytics for Risk and Insurance: 2 nd Edition		\$226	C181
AIDA 182 – Risk and Insurance Analysis Techniques: 1 st Edition		\$226	C182
Associate in Fidelity and Surety Bonding (AFSB®)			
AFSB 151 – Principles of Suretyship: 3rd Edition		\$259	C151
AFSB 152 – Contract Surety: 3rd Edition		\$259	C152
AFSB 153 – Commercial Surety, Crime Insurance and Financial Institution Bonds: 1st Edition		\$259	C153
Associate in Management (AIM®)			
AIM 45 – Managing Business Organizations Today		\$379	45OL
Associate in Insurance Accounting and Finance (AIAF®)			
AIAF 114 – Insurer Accounting Management: 1st Edition		\$230	C114
AIAF 115 – Insurer Risk and Capital Management: 1st Edition		\$230	C115
Associate in Personal Insurance (API™)			
API 28 – Personal Insurance: Underwriting and Marketing Practices: 2nd Edition		\$211	C28
API 29 – Personal Insurance: Portfolio Management: 3rd Edition		\$211	C29

The Institutes' Online Course Descriptions	PDH Hour	Retail Price	Course
Associate in Commercial Underwriting (AU™)			
AU 60 – Commercial Underwriting Principles: 1st Edition		\$226	C60
AU 61 – Underwriting Commercial Property: 2nd Edition		\$226	C61
AU 62 – Underwriting Commercial Liability: 3rd Edition		\$226	C62
AU 67 – Strategic Underwriting Techniques: 2nd Edition		\$226	C67
Associate in Reinsurance (ARe™)			
ARe 143 – Primary Insurance Coverages, 3rd Edition		\$250	C143
ARe 144 – Reinsurance Principles and Practices: 3rd Edition		\$204	C144
ARe 145 – Readings and Reinsurance Issues and Developments <i>Contact Customer Success for details and enrollment</i>		\$369	145OL
Professional Risk Consultant (PRC™)			
PRC 320 – Risk Consulting with Confidence		\$275	PRC320
PRC 321 – Trending Topics for Producers		\$250	PRC321
Associate in Risk Management (ARM™)			
ARM 54 – Risk Management Principles and Practices: 3rd Edition		\$204	C54
ARM 55 – Risk Assessment and Treatment: 2nd Edition		\$214	C55
ARM 56 – Risk Financing: 6th Edition		\$204	C56
ERM 57 – Enterprise Risk Management: 2nd Edition		\$343	C57
Associate in Surplus Lines Insurance (ASLI®)			
ASLI 163 – Surplus Lines Insurance Operations: 2nd Edition		\$186	C163
ASLI 164 – Surplus Lines Insurance Products: 4th Edition		\$186	C164
California Workers Compensation Claims Administration Certificate (WCCA™)			
WCCA 10 – Foundations of California WC Claims: 1st Edition		\$170	WCCA10-OL
WCCA 11 – Establishing Injury & Affirmative Defenses in CA WC Claims: 1st Edition		\$170	WCCA11-OL
WCCA 12 – Medical Benefits in CA WC Claims: 1st Edition		\$170	WCCA12-OL
WCCA 14 – Disability and Death Benefits in CA WC Claims: 1st Edition		\$170	WCCA14-OL
WCCA 15 – Discovery & Litigation in CA WC Claims: 1st Edition		\$170	WCCA15-OL
California Workers Compensation Claims Professional (WCCP®)			
WCCP 16 – Permanent Disability Rating IN CA WC Claims: 1 st Edition		\$170	WCCP16-OL
WCCP 17 – Statutes of Limitations, Jurisdiction, and Civil Remedies in CA WC Claims: 1st Edition		\$170	WCCP17-OL
WCCP 18 – Advanced Issues in Discovery & Litigation in CA WC Claims		\$170	WCCP18-OL
WCCP 20 – Advanced Topics in CA WC Claims: 1st Edition		\$170	WCCP20-OL
Chartered Property Casualty Underwriter (CPCU®)			
CPCU 500 – Foundations of Risk Management & Insurance: 3rd Edition		\$219	C500

The Institutes' Online Course Descriptions	PDH Hour	Retail Price	Course No.
CPCU 520 – Insurance Operations: 3rd Edition		\$219	C520
CPCU 530 – Business Law for Insurance Professionals: 1st Edition		\$219	C530
CPCU 540 – Finance & Accounting for Insurance Professionals: 3rd Edition		\$219	C540
CPCU 551 – Commercial Property Risk Management & Insurance: 3rd Edition		\$266	C551
CPCU 552 – Commercial Liability Risk Management & Insurance: 3rd Edition		\$266	C552
CPCU 553 – Survey of Personal Insurance & Financial Planning: 2nd Edition		\$187	C553
CPCU 555 – Personal Risk Management & P/C Insurance: 3rd Edition		\$266	C555
CPCU 556 – Personal Financial Planning: 1st Edition		\$219	C556
CPCU 557 – Survey of Commercial Insurance: 3rd Edition		\$187	C557
<i>The Institutes' online designation-based courses are priced as indicated for each course listed.</i>			
Ethical Guidelines for Insurance Professionals			
Ethical Guidelines for Insurance Professionals (<i>Free Course</i>)		\$0	311N
Ethical Guidelines for Insurance Professionals 1 st Edition (<i>CE Version</i>)		\$5	311CE
Ethics and the CPCU Code of Professional Conduct (<i>Free Course</i>)		\$0	312N
Ethics and the CPCU Code of Professional Conduct (<i>CE Version</i>)		\$5	312CE
<i>**Ethical Guidelines CE courses are non-discountable.</i>			

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