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١.	PLEASE INDICATE THE MONTH/YEAR IN WHICH YOU PLAN TO TAKE YOUR EXAM January 15–March 15, 2024 April 15–June 15, 2024		July 15–September 15, 2024	October 15–Decer	nber 15, 2024
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ITEM#	DESCRIPTION	QUANTITY	UNIT COST	AMOUNT
				\$
Order Value (C	arry this total to front of order form.)			\$

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

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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.

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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.

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Prices for new items are effective immediately. Course topics, program requirements, and pricing are subject to change at any time.

► Revised/New Content.

* The studybook is a text/course guide combination.

STUDY MATERIA	LS	ITEM #	UNIT COST
CPCU DESIGNA	TON 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)	500CPB	\$469
	Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C500	379
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)	520CPB	\$469
	Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C520	379
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)	530CPB	\$469
	Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C530	379
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)	540CPB	\$469
	Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C540	379
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)	550CPB	\$469
	Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C550	379

STUDY MATERI	ALS		ITEM #	UNIT COST
CPCU DESIGNA	ATION F	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)	551CPB	\$469
		Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C551	379
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)	552CPB	\$469
		Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C552	379
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)	555CPB	\$469
		Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C555	379
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)	556CPB	\$469
		Online Learning with Exam Prep, 1st edition (Online course, printable study outline, assignment quizzes, practice exams, simulated credentialing exam)	C556	379

STUDY MATERIA	S	ITEM #	UNIT COST
ASSOCIATE DESI	GNATION PROGRAMS AND OTHER INSTITUTES COURSES		
SM 18	Essentials of Supervision		
	Basic Print Package (includes Text and Course Guide)	18RP	\$129
SM 19	Supervisory Skills		
	Basic Print Package (includes Text and Course Guide)	19RP	\$129
AINS 101	Increasing Your Insurance IQ		
	Online Learning with Exam Prep Package, 1st edition (Interactive video course with study guides, complete exam prep, and simulated credentialing exam)	C101	\$329
AINS 102	Understanding Personal Insurance		
	Online Learning with Exam Prep Package, 1st edition (Interactive video course with study guides, complete exam prep, and simulated credentialing exam)	C102	\$329
AINS 103	Exploring Commercial Insurance		
	Online Learning with Exam Prep Package, 1st edition (Interactive video course with study guides, complete exam prep, and simulated credentialing exam)	C103	\$329
AIS 25	Delivering Insurance Services		
	Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	25CP	\$199
	Bonus Package—Includes the Standard Package plus online course access—Contact Customer Success to order	25CPB	329
	Basic Print Package (includes Text, Course Guide, and Practice Exams Access)	25RP	129
AIT 24	General Insurance for IT and Support Professionals		
	Bonus Package—1st ed. (includes Text, Course Guide, Online Course, SMART Study Aids, and Practice Exam Access)	24PRP	\$329
	Standard Package, 1st ed. (includes Text, Course Guide, Online Course, and Practice Exam Access)	24SP	229
API 320	► Evaluating and Underwriting Personal Lines Risks		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAPI320	\$379
API 321	► Effectively Managing a Personal Lines Portfolio		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAPI321	\$379

STUDY MATERIALS		ITEM #	UNIT
AIC 300	Claims in an Evolving World	II EIVI #	COSI
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC300	\$379
AIC 301	Expanding Your Claims Perspective		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC301	\$379
AIC 302	Successfully Evaluating Auto Claims		
	Online Learning with Exam Prep Package , 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC302	\$379
AIC 303	Successfully Evaluating Liability Claims		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC303	\$379
AIC 304	Successfully Evaluating Property Claims		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC304	\$379
AIC 305	Successfully Evaluating Workers Compensation Claims		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC305	\$379
AIC 330	Leading a Successful Claims Team		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIC330	\$379
SPPA 30	Public Adjuster Claim Handling Principles and Practices		
	Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	SPPA30CP	\$309
	Bonus Package —Includes the Standard Package plus online course access—Contact Customer Success to order	SPPA30CPB	379
	Basic Print Package (includes Text, Course Guide, and Practice Exams Access)	SPPA30RP	219
AIM 330	Leading in an Evolving Risk Environment		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIM330	\$379
AIM 331	Managing Strategic Threats and Opportunities		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAIM331	\$379

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, plus printed course book)	400CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C400	379
ARM 401	Holistically Assessing Risk		
	Recommended Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	401CPB	\$469
	Online Only Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C401	379
ARM 402	Successfully Treating Risk		
	Recommended Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	402CPB	\$469
	Online Only Package , 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C402	379
CYBER 301	Managing Cyber Risk		
	Recommended Package , 3rd edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	301CPB	\$469
	Online Only Package , 3rd edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C301	379
AU 60	Evaluating Commercial Underwriting Risks		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	60CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C60	379
AU 61	Underwriting Organizations' Property Risks		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	61CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C61	379
AU 62	Underwriting Organizations' Liability Risks		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	62CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C62	379
AU 67	Managing Underwriting Success		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	67CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C67	379

STUDY MATERIALS			ITEM #	UNIT COST
AAI 301		Becoming a Successful Insurance Agent	TILIVI II	(031
		Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI301	\$279
		Segment A Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI301A	\$159
		Segment B Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI301B	\$159
AAI 302		Growing a Book of Business		
		Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI302	\$279
		Segment A Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI302A	\$159
		Segment B Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI302B	\$159
AAI 303		Understanding Coverage Solutions		
		Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI303	\$279
		Segment A Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI303A	\$159
		Segment B Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI303B	\$159
AAI 330		Managing a Thriving Agency		
		Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course ebook, complete exam prep, and simulated credentialing exam)	CAAI330	\$279
APA 320		Understanding Premium Auditing		
		Online Learning with Exam Prep, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAPA320	\$379
APA 321		Auditing Premiums for Insurance Products		
		Online Learning with Exam Prep, 1st edition (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAPA321	\$379
AIAF 114		Insurer Accounting Management		
		Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	114CP	\$339
		Bonus Learning Package —Includes the Standard Package plus online course access—Contact Customer Success to order	114CPB	419
		Basic Print Package (includes Text, Course Guide, and Practice Exams Access)	114RP	259
AIAF 115		Insurer Risk and Capital Management		
		Standard Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	115CP	\$339
		Bonus Package —Includes the Standard Package plus online course access—Contact Customer Success to order	115CPB	419
		Basic Print Package (includes Text, Course Guide, and Practice Exams Access)	115RP	259

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STUDY MATERIALS	5	ITEM #	UNIT COST
AMIM 320	► Insuring Ocean Marine Risks		
	Online Learning with Exam Prep Package, 1st edition, (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAMIM320	\$379
AMIM 321	► Meeting Inland Marine Insurance Needs		
	Online Learning with Exam Prep Package, 1st edition, (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CAMIM321	\$379
ARe 320	Serving the Reinsurance Customer		
	Online Learning with Exam Prep Package, 1st edition, (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CARE320	\$379
ARe 321	Exploring Reinsurance Products and Transactions		
	Online Learning with Exam Prep Package, 1st edition , (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CARE321	\$379
ARe 322	Developing and Executing Treaty Reinsurance Contracts		
	Online Learning with Exam Prep Package, 1st edition , (Interactive course with printable study outline, complete exam prep, and simulated credentialing exam)	CARE322	\$379
AFSB 151	Understanding Surety Bond Basics		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plu printed course book)	ıs 151CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C151	379
AFSB 152	Analyzing Contract Surety Bonding		
	Recommended Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plu printed course book)	is 152CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C152	379
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, plu printed course book)	is 153CPB	\$469
	Online Only Package, 1st edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C153	379
ASLI 320	Understanding Surplus Lines Operations		
	Recommended Package, 1st edition (Course book, online course, assignment quizzes, practice exam)	ASLI320CPB	\$469
	Online Only Package, 1st edition (Online course, assignment quizzes, practice exam)	CASLI320	379
ASLI 321	Managing Risks with Surplus Lines Coverage		
	Recommended Package, 1st edition (Course book, online course, assignment quizzes, practice exam)	ASLI321CPB	\$469
	Online Only Package, 1st edition (Online course, assignment quizzes, practice exam)	CASLI321	379

			UNIT
STUDY MATERIALS		ITEM #	COST
AIDA 181	Big Data Analytics		
	Recommended Package , 3rd edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	181CPB	\$469
	Online Only Package, 3rd edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C181	379
AIDA 182	Risk and Insurance Analysis Techniques		
	Recommended Package , 2nd edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam, plus printed course book)	182CPB	\$469
	Online Only Package, 2nd edition (Online course, exam prep tools, assignment quizzes, practice exam, simulated credentialing exam)	C182	379
ARC 301	Navigating the Insurance Regulatory Environment		
	Online Only Package, 1st edition (Online course, assignment quizzes, practice exams)	CARC301	\$379
RMI 315	Introduction to Risk Management and Insurance—1st ed. (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		\$449
PTC II	Exterior Loss Adjusting (12 online courses plus exams in one package)—Contact Customer Success to order		\$449
PTC III	Interior Loss Adjusting (12 online courses plus exams in one package)—Contact Customer Success to order		\$449
PTC I & II	Bonus Package (PTC I and II courses plus exams in one package)—Contact Customer Success to order		\$848
PTC I & III	Bonus Package (PTC I and III courses plus exams in one package)—Contact Customer Success to order		\$848
ACSR 321	► Becoming a Successful CSR		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course book, complete exam prep, and simulated credentialing exam)	CACSR321	\$279
ACSR 322	► Addressing Coverage Inquiries		
	Online Learning with Exam Prep Package, 1st edition (Interactive course with printable study outline and course book, complete exam prep, and simulated credentialing exam)	CACSR322	\$279
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

STUDY MATERIALS		ITEM #	UNIT COST
WCCA 10	Foundations of California Workers' Compensation Claims		
	Recommended Package, 2nd edition (Textbook, online course, practice exams)	WCCA10-RP	\$219
	Online Only Package, 2nd edition (Online course, practice exams)	WCCA10-OL	139
WCCA 11	Establishing Injury and Affirmative Defenses in CA Workers Compensation Claims		
	Recommended Package, 2nd edition (Textbook, online course, practice exams)	WCCA11-RP	\$219
	Online Only Package, 2nd edition (Online course, practice exams)	WCCA11-OL	139
WCCA 12	Medical Benefits in CA Workers Compensation Claims		
	Recommended Package, 2nd edition (Textbook, online course, practice exams)	WCCA12-RP	\$219
	Online Only Package, 2nd edition (Online course, practice exams)	WCCA12-OL	139
WCCA 14	Disability and Death Benefits in CA Workers Compensation Claims		
	Recommended Package, 2nd edition (Textbook, online course, practice exams)	WCCA14-RP	\$219
	Online Only Package, 2nd edition (Online course, practice exams)	WCCA14-OL	139
WCCA 15	Discovery and Litigation in CA Workers Compensation Claims		
	Recommended Package, 2nd edition (Textbook, online course, practice exams)	WCCA15-RP	\$219
	Online Only Package, 2nd edition (Online course, practice exams)	WCCA15-OL	139
WCCP 16	Permanent Disability Rating in CA Workers Compensation Claims		
	Recommended Package, 1st edition (Textbook, online course, practice exams)	WCCP16-RP	\$229
	Online Only Package, 1st edition (Online course, practice exams)	WCCP16-OL	149
WCCP 17	Statutes of Limitations, Jurisdiction, and Civil Remedies in CA Workers Compensation Claims		
	Recommended Package, 1st edition (Textbook, online course, practice exams)	WCCP17-RP	\$229
	Online Only Package, 1st edition (Online course, practice exams)	WCCP17-OL	149
WCCP 18	Advanced Issues in Discovery and Litigation in CA Workers Compensation Claims		
	Recommended Package, 1st edition (Textbook, online course, practice exams)	WCCP18-RP	\$229
	Online Only Package, 1st edition (Online course, practice exams)	WCCP18-OL	149
WCCP 20	Advanced Topics in CA Workers Compensation Claims		
	Recommended Package, 1st edition (Textbook, online course, practice exams)	WCCP20-RP	\$229
	Online Only Package, 1st edition (Online course, practice exams)	WCCP20-OL	149
INSTITUTES ONLINE	COURSES—\$25 per Professional Development Hour (PDH). New online learning courses are coming soon! Log on to TheInstitutes.org for details.		

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