

THE INSTITUTES 2012 ORDER FORM FOR STUDY MATERIALS: QUARTER 2, EDITION 1

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- 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 the back, and enter the sum in the order value blank below.
- ⑥ Add the order value, figure discount and tax if applicable, add shipping and handling costs, and select a payment method. See other side for shipping information.

① PLEASE INDICATE THE MONTH/YEAR IN WHICH YOU PLAN TO TAKE YOUR EXAM

- | | | | | |
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| <input type="checkbox"/> January 15–March 15, 2012 | <input type="checkbox"/> July 15–September 15, 2012 | International Paper-and-Pen Exam Dates: | <input type="checkbox"/> March 5, 2012 | <input type="checkbox"/> September 3, 2012 |
| <input type="checkbox"/> April 15–June 15, 2012 | <input type="checkbox"/> October 15–December 15, 2012 | | <input type="checkbox"/> June 4, 2012 | <input type="checkbox"/> December 3, 2012 |

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KEY TO ORDER FORM SYMBOLS

► New/revised edition through March 31, 2012. Prices for new items are effective immediately. Prices for other items effective January 1, 2012. Course topics, program requirements, and pricing are subject to change at any time.

STUDY MATERIALS		ITEM #	UNIT COST
CPCU DESIGNATION PROGRAM (Foundation Courses)			
CPCU 500	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	500CP	\$250
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	500CPB	330
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	500RP	170
	Course Guide and Practice Exams Access—Foundations of Risk Management and Insurance, 1st ed.	50001	50
	Text—Foundations of Risk Management and Insurance, 1st ed.	50002	120
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	500S	80
CPCU 520	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	520CP	\$250
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	520CPB	330
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	520RP	170
	Course Guide and Practice Exams Access—Insurance Operations, 1st ed.	52001	50
	Text—Insurance Operations, 1st ed.	52002	120
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	520S	80
CPCU 530	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	530CP	\$250
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	530CPB	330
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	530RP	170
	Course Guide and Practice Exams Access—Business Law for Insurance Professionals, 1st ed.	53001	50
	Text—Business Law for Insurance Professionals, 1st ed.	53002	120
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	530S	80
CPCU 540	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	540CP	\$250
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	540CPB	330
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	540RP	170
	Course Guide and Practice Exams Access—Finance and Accounting for Insurance Professionals, 1st ed.	54001	50
	Text—Finance and Accounting for Insurance Professionals, 1st ed.	54002	120
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	540S	80
	Introduction to Accounting Principles and Financial Statements (DVD)—Optional	54008V	40
CPCU DESIGNATION PROGRAM (Concentration Courses)			
CPCU 551	Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	551CP	\$285
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	551CPB	365
	Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	551RP	205
	Course Guide and Practice Exams Access—Commercial Property Risk Management and Insurance, 1st ed.	55101	50
	Text—Commercial Property Risk Management and Insurance, 1st ed.	55102	120
	The Institutes' Handbook of Insurance Policies, 9th or 10th ed.	9	35
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	551S	80
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40

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STUDY MATERIALS		ITEM #	UNIT COST
CPCU 552	Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	552CP	\$285
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	552CPB	365
	Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	552RP	205
	Course Guide and Practice Exams Access—Commercial Liability Risk Management and Insurance, 1st ed.	55201	50
	Text—Commercial Liability Risk Management and Insurance, 1st ed.	55202	120
	The Institutes' Handbook of Insurance Policies, 9th or 10th ed.	9	35
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	552S	80
CPCU 553	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	553CP	\$200
	▶ Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	553CPB	280
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	553RP	135
	▶ Course Guide and Practice Exams Access—Survey of Personal Risk Management, Insurance, and Financial Planning, 1st ed.	55301	40
	▶ Text—Personal Insurance, 1st ed.	55302	60
	▶ The Institutes' Handbook of Insurance Policies, 9th or 10th ed.	9	35
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	553S	65
CPCU 555	Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	555CP	\$285
	Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	555CPB	365
	Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	555RP	205
	Course Guide and Practice Exams Access—Personal Risk Management and Property-Casualty Insurance, 1st ed.	55501	50
	Text—Personal Risk Management and Property-Casualty Insurance, 1st ed.	55502	120
	The Institutes' Handbook of Insurance Policies, 9th or 10th ed.	9	35
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	555S	80
CPCU 556	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	556CP	\$250
	▶ Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)	556CPB	330
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	556RP	170
	▶ Course Guide and Practice Exams Access—Personal Financial Planning, 5th ed.	55601	50
	▶ Text—Personal Financial Planning, 2nd Institutes ed. (2 volume set)	55602	120
	▶ SMART Study Aids, 4th ed. (Review Notes and Flash Cards)—Optional	556S	80
	CPCU 557	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	557CP
▶ Blended Learning Package—add online course access for \$80 (includes Comprehensive Package and Online Course Access)		557CPB	280
▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)		557RP	135
▶ Course Guide and Practice Exams Access—Survey of Commercial Risk Management and Insurance, 8th ed.		55701	40
▶ The Institutes' Handbook of Insurance Policies, 9th or 10th ed.		9	35
▶ Text—Survey of Commercial Insurance, 1st ed.		55702	60
▶ SMART Study Aids, 7th ed. (Review Notes and Flash Cards)—Optional		557S	65
CPCU DESIGNATION PROGRAM (Elective—You have a choice of electives, including CPCU 560. See www.TheInstitutes.org/cpcu for a list of electives.)			
CPCU 560	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	560CP	\$250
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	560RP	170
	Course Guide and Practice Exams Access—Financial Services Institutions, 7th ed.	56001	50
	Text—Financial Markets and Institutions, 4th CPCU ed.	56002	120
	SMART Study Aids, 5th ed. (Review Notes and Flash Cards)—Optional	560S	80
INSURANCE FUNDAMENTALS			
INTRO TO PROPERTY-CASUALTY INSURANCE	▶ Comprehensive Materials Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	20CP	\$155
	▶ Blended Learning Package—add online course access for \$20 (includes Comprehensive Package and Online Course Access)	20CPB	175
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	20RP	95
	▶ Course Guide and Practice Exams Access—Introduction to Property-Casualty Insurance (INTRO), 2nd ed.	2001	40
	▶ Text—Introduction to Property-Casualty Insurance, 2nd ed.	2002	55
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	20S	60

STUDY MATERIALS			ITEM #	UNIT COST
INTRO TO CLAIMS	▶ Comprehensive Materials Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		330CP	\$145
	▶ Blended Learning Package—add online course access for \$20 (includes Comprehensive Package and Online Course Access)		330CPB	165
	▶ Recommended Materials Package (includes Text and Course Guide)		330RP	85
	▶ Course Guide and Practice Exams Access—Introduction to Claims, 5th ed.		33001	40
	▶ Text—Introduction to Claims, 4th ed.		33002	45
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		330S	60
INTRO TO RISK MGMT.	Studybook*—Introduction to Risk Management, 1st ed.		50RP	\$ 55
INTRO TO UNDER-WRITING	Recommended Materials Package (includes Text and Course Guide)		360RP	\$ 80
	Course Guide—Introduction to Underwriting, 3rd ed.		36001	35
	Text—Introduction to Underwriting, 1st ed.		36002	45
ASSOCIATE DESIGNATION PROGRAMS AND OTHER INSTITUTES COURSES				
SM 18	Recommended Materials Package (includes Text and Course Guide)		18RP	\$ 85
	Course Guide—Essentials of Supervision, 5th ed.		1801	30
	Text—Essentials of Supervision, 3rd ed.		1802	55
SM 19	Recommended Materials Package (includes Text and Course Guide)		19RP	\$ 85
	Course Guide—Supervisory Skills, 4th ed.		1901	30
	Text—Supervisory Skills, 3rd ed.		1902	55
AINS 21	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		21CP	\$165
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		21CPB	225
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		21RP	100
	▶ Course Guide and Practice Exams Access—Property and Liability Insurance Principles, 6th ed.		2101	40
	▶ Text—Property and Liability Insurance Principles, 5th ed.		2102	60
	▶ SMART Study Aids, 5th ed. (Review Notes and Flash Cards)—Optional		21S	65
AINS 22	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		22CP	\$200
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		22CPB	260
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)		22RP	135
	▶ Course Guide and Practice Exams Access—Personal Insurance, 2nd ed.		2201	40
	▶ Text—Personal Insurance, 2nd ed.		2202	60
	▶ The Institutes' Handbook of Insurance Policies, 10th ed.		9	35
	▶ SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional		22S	65
AINS 23	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		23CP	\$200
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		23CPB	260
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)		23RP	135
	▶ Course Guide and Practice Exams Access—Commercial Insurance, 9th ed.		2301	40
	▶ Text—Commercial Insurance, 3rd ed.		2302	60
	▶ The Institutes' Handbook of Insurance Policies, 10th ed.		9	35
	▶ SMART Study Aids, 7th ed. (Review Notes and Flash Cards)—Optional		23S	65
	▶ Business Income Insurance: An Introduction (DVD)—Optional		SAVB01	40
AINS 24	▶ Comprehensive Package (includes Texts, Course Guide, and SMART Study Aids)		24CP	\$165
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package)		24CPB	225
	▶ Recommended Materials Package (includes Text, and Course Guide)		24RP	100
	▶ Course Guide and Practice Exam Access—General Insurance for Information Technology and Support Professionals, 1st ed.		2401	40
	▶ Text—General Insurance for Information Technology and Support Professionals, 1st ed.		2402	60
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		24S	65

* The studybook is a text/course guide combination.

STUDY MATERIALS			ITEM #	UNIT COST
AIS 25	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		25CP	\$155
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		25RP	85
	▶ Course Guide and Practice Exams Access—Delivering Insurance Services, 1st ed.		2501	30
	▶ Text—Delivering Insurance Services, 4th ed.		2502	55
	▶ SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional		25S	70
API 28	Recommended Materials Package (includes Text and Course Guide)		28RP	\$140
	Course Guide—Personal Insurance: Underwriting and Marketing Practices, 2nd ed.		2801	50
	Text—Personal Insurance: Underwriting and Marketing Practices, 1st ed.		2802	90
API 29	Recommended Materials Package (includes Texts and Course Guide)		29RP	\$150
	Course Guide—Personal Insurance: Portfolio Management and Issues, 1st ed.		2901	50
	Text—Personal Insurance: Portfolio Management, 1st ed.		2902	65
	Text—Personal Insurance: Issues, 1st ed.		2903	35
AIC 30	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		30CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		30CPB	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		30RP	160
	▶ Course Guide—Claim Handling Principles and Practices, 1st ed.		3001	50
	▶ Text—Claim Handling Principles and Practices, 1st ed.		3002	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		30S	80
AIC 31	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		31CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		31CPB	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		31RP	160
	▶ Course Guide—Property Claim Practices, 1st ed.		3101	50
	▶ Text—Property Claim Practices, 1st ed.		3102	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		31S	80
AIC 32	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		32CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		32CPB	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		32RP	160
	▶ Course Guide—Liability Claim Practices, 1st ed.		3201	50
	▶ Text—Liability Claim Practices, 1st ed.		3202	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		32S	80
AIC 33	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		33CP	\$215
	Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		33CPB	275
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		33RP	135
	Course Guide and Practice Exams Access—Claim Handling Principles and Practices, 2nd ed.		3301	50
	Text—Claim Handling Principles and Practices, 1st ed.		3302	85
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional		33S	80
AIC 34	Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		34CP	\$260
	Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		34CPB	320
	Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)		34RP	180
	Course Guide and Practice Exams Access—Workers' Compensation and Managing Bodily Injury Claims, 4th ed.		3401	50
	Text—Principles of Workers' Compensation Claims, 3rd ed.		3402	65
	Text—Managing Bodily Injury Claims, 2nd ed.		3403	65
	Analysis of Workers' Compensation Laws, USCC—Optional		3404	35
	SMART Study Aids, 3rd ed. (Review Notes and Flash Cards)—Optional		34S	80

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AIC 37	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		37CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		37CPB	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		37RP	160
	▶ Course Guide and Practice Exams Access—Managing Bodily Injury Claims, 1st ed.		3701	50
	▶ Text—Managing Bodily Injury Claims, 1st ed.		3702	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		37S	80
AIC 38	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		38CP	\$275
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		38CPB	335
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		38RP	195
	▶ Course Guide and Practice Exams Access—Personal Auto Insurance and the Management of Bodily Injury Claims, 1st ed.		3801	50
	▶ Text—Personal Auto Insurance and the Management of Bodily Injury Claims, 1st ed.		3802	145
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		38S	80
AIC 39	▶ Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)		39CP	\$275
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		39CPB	335
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		39RP	195
	▶ Course Guide and Practice Exams Access—Auto Liability Claims Practices, 1st ed.		3901	50
	▶ Text—Auto Liability Claims Practices, 1st ed.		3902	145
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		39S	80
AIC 41	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		41CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		41CBP	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		41RP	160
	▶ Course Guide and Practice Exams Access—Property Coverages, 1st ed.		4101	50
	▶ Text—Property Coverages, 1st ed.		4102	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		41S	80
AIC 42	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		42CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		42CBP	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		42RP	160
	▶ Course Guide and Practice Exams Access—Liability Coverages, 1st ed.		4201	50
	▶ Text—Liability Coverages, 1st ed.		4202	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		42S	80
AIC 43	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		43CP	\$240
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		43CPB	300
	▶ Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)		43RP	160
	▶ Course Guide and Practice Exams Access—Property and Liability Coverages, 1st ed.		4301	50
	▶ Text—Property and Liability Coverages, 1st ed.		4302	110
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		43S	80
AIM 40	Recommended Materials Package (includes Text and Course Guide)		40RP	\$210
	Course Guide—Management, 3rd ed.		4001	70
	Text—Contemporary Management, 2nd Institutes ed. (2 volume set)		4002	140
AIM 44	Recommended Materials Package (includes Text and Course Guide)		44RP	\$220
	Course Guide—Human Resource Management, 3rd ed.		4401	70
	Text—Human Resource Management, 3rd Institutes ed. (2 volume set)		4402	150

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STUDY MATERIALS		ITEM #	UNIT COST
AIM 45	Managing Business Organizations Today Students are required to correctly answer 150 multiple-choice questions based on articles posted on our Web site to meet the AIM 45 course requirements. The course administration fee is \$335.	Contact Customer Service for details and enrollment.	
ARM 54	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	54CP	\$250
	Blended Learning Package —add online course access for \$60 (includes Comprehensive Package and Online Course Access)	54CPB	310
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	54RP	170
	Course Guide and Practice Exams Access—Risk Assessment, 3rd ed.	5401	50
	Text—Risk Assessment, 1st ed.	5402	120
	SMART Study Aids, 3rd ed. (Review Notes and Flash Cards)—Optional	54S	80
ARM 55	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	55CP	\$250
	Blended Learning Package —add online course access for \$60 (includes Comprehensive Package and Online Course Access)	55CPB	310
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	55RP	170
	Course Guide and Practice Exams Access—Risk Control, 2nd ed.	5501	50
	Text—Risk Control, 1st ed.	5502	120
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	55S	80
ARM 56	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	56CP	\$250
	Blended Learning Package —add online course access for \$60 (includes Comprehensive Package and Online Course Access)	56CPB	310
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	56RP	170
	Course Guide and Practice Exams Access—Risk Financing, 5th ed.	5601	50
	Text—Risk Financing, 4th ed.	5602	120
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	56S	80
ERM 57	Comprehensive Package (includes Text, Course Guide, Practice Exams Access, and SMART Study Aids)	57CP	\$420
	Recommended Materials Package (includes Text, Course Guide, and Practice Exams Access)	57RP	295
	Course Guide and Practice Exams Access—Enterprise-Wide Risk Management: Developing and Implementing, 1st ed.	5701	100
	Text—Enterprise-Wide Risk Management: Developing and Implementing, 1st ed.	5702	195
	SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	57S	125
AU 60	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	60CP	\$270
	▶ Blended Learning Package —add online course access for \$60 (includes Comprehensive Package and Online Course Access)	60CPB	330
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	60RP	190
	▶ Course Guide and Practice Exams Access—Commercial Underwriting Principles, 1st ed.	6001	50
	▶ Text—Commercial Underwriting Principles, 1st ed.	6002	140
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	60S	80
AU 61	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	61CP	\$270
	▶ Blended Learning Package —add online course access for \$60 (includes Comprehensive Package and Online Course Access)	61CPB	330
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	61RP	190
	▶ Course Guide and Practice Exams Access—Underwriting Commercial Property, 1st ed.	6101	50
	▶ Text—Underwriting Commercial Property, 1st ed.	6102	140
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	61S	80
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40
AU 62	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	62CP	\$270
	▶ Blended Learning Package —add online course access for \$60 (includes Comprehensive Package and Online Course Access)	62CPB	330
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	62RP	190
	▶ Course Guide and Practice Exams Access—Underwriting Commercial Liability 1st ed.	6201	50
	▶ Text—Underwriting Commercial Liability, 1st ed.	6202	140
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	62S	80

STUDY MATERIALS		ITEM #	UNIT COST
AU 65	Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	65CP	\$270
	Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)	65CPB	330
	Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	65RP	190
	Course Guide and Practice Exams Access—Commercial Underwriting: Principles and Property, 6th ed.	6501	50
	Text—Underwriting Principles, 2nd ed.	6502	70
	Text—Underwriting Commercial Property, 2nd ed.	6503	70
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	65S	80
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40
AU 66	Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	66CP	\$270
	Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)	66CPB	330
	Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	66RP	190
	Course Guide and Practice Exams Access—Commercial Underwriting: Liability and Advanced Techniques, 7th ed.	6601	50
	Text—Underwriting Commercial Liability, 2nd ed.	6602	70
	Text—Advanced Underwriting Techniques, 2nd ed.	6603	70
	SMART Study Aids, 2nd ed. (Review Notes and Flash Cards)—Optional	66S	80
AU 67	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)	67CP	\$270
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)	65CPB	330
	▶ Recommended Materials Package (includes Texts, Course Guide, and Practice Exams Access)	67RP	190
	▶ Course Guide and Practice Exams Access—Strategic Underwriting Techniques, 1st ed.	6701	50
	▶ Text—Strategic Underwriting Techniques, 1st ed.	6702	70
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional	67S	80
AAI 81	▶ Comprehensive Package (includes Studybooks, Practice Exams Access, and SMART Study Aids)	81CP	\$305
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)	81CPB	365
	▶ Recommended Materials Package (includes all 3 segments for AAI 81)	8100	225
	▶ SMART Study Aids (includes all 3 segments of Review Notes and Flash Cards for AAI 81)—Optional	81SP	80
	▶ Segment A Studybook*—Principles of Insurance, 4th ed.	8101	100
	▶ Segment A SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	81AS	30
	▶ Segment B Studybook*—Personal Insurance, 4th ed.	8102	100
	▶ Segment B SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	81BS	30
	▶ Segment C Studybook*—Commercial Property Insurance, 4th ed.	8103	100
	▶ Segment C SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	81CS	30
	▶ The Institutes' Handbook of Insurance Policies, 10th ed.	9	35
	▶ Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40

Continued on next page.

* The studybook is a text/course guide combination.

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STUDY MATERIALS		ITEM #	UNIT COST
AAI 82	▶ Comprehensive Package (includes Studybooks, Practice Exams Access, and SMART Study Aids)	82CP	\$305
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)	82CPB	365
	▶ Recommended Materials Package (includes all 3 segments for AAI 82)	8200	225
	▶ SMART Study Aids (includes all 3 segments of Review Notes and Flash Cards for AAI 82)—Optional	82SP	80
	▶ Segment A Studybook*—Commercial Liability Insurance, 4th ed.	8201	100
	▶ Segment A SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	82AS	30
	▶ Segment B Studybook*—Other Commercial Insurance, 4th ed.	8202	100
	▶ Segment B SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	82BS	30
	▶ Segment C Studybook*—Specialized Insurance and Bonds, 4th ed.	8203	100
	▶ Segment C SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	82CS	30
	▶ The Institutes' Handbook of Insurance Policies, 10th ed.	9	35
AAI 83	▶ Comprehensive Package (includes Studybooks, Practice Exams Access, and SMART Study Aids)	83CP	\$305
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)	83CPB	365
	▶ Recommended Materials Package (includes all 3 segments for AAI 83)	8300	225
	▶ SMART Study Aids (includes all 3 segments of Review Notes and Flash Cards for AAI 83)—Optional	83SP	80
	▶ Segment A Studybook*—Principles of Agency Management, 4th ed.	8301	100
	▶ Segment A SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	83AS	30
	▶ Segment B Studybook*—The Insurance Production Environment, 4th ed.	8302	100
	▶ Segment B SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	83BS	30
	▶ Segment C Studybook*—Agency Management Tools and Processes, 4th ed.	8303	100
	▶ Segment C SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional	83CS	30
APA 91	Recommended Materials Package (includes Text and Course Guide)	91RP	\$225
	Course Guide—Principles of Premium Auditing, 4th ed.	9101	70
	Text—Principles of Premium Auditing, 4th ed.	9102	155
APA 92	Recommended Materials Package (includes Text and Course Guide)	92RP	\$225
	Course Guide—Premium Auditing Applications, 7th ed.	9201	70
	Text—Premium Auditing Applications, 5th ed.	9202	155
AIAF 111	Recommended Materials Package (includes Text and Course Guide)	111RP	\$285
	Course Guide—Statutory Accounting for Property-Casualty Insurers, 6th ed.	11101	70
	Text—Property-Casualty Insurance Accounting, 8th ed., 1st addendum, IASA	11102	215
	Introduction to Accounting Principles and Financial Statements (DVD)—Optional	54008V	40
AIAF 112	Recommended Materials Package (includes Text and Course Guide)	112RP	\$195
	Course Guide—Insurance Information Systems, 5th ed.	11201	70
	Text—Insurance Information Systems, 3rd ed.	11202	125
AMIM 121	Recommended Materials Package (includes Texts and Course Guide)	121RP	\$245
	Course Guide—Ocean Marine Insurance, 6th ed.	12101	65
	Text—Ocean Marine Insurance, 3rd ed.	12102	90
	Text—The Business of Shipping, 8th ed., Cornell Maritime Press, a division of Schiffer Publishing, Ltd.	12103	90
AMIM 122	Recommended Materials Package (includes Text and Course Guide)	122RP	\$240
	Course Guide—Inland Marine Insurance, 4th ed.	12201	65
	Text—Inland Marine Insurance, 2nd ed.	12202	175

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STUDY MATERIALS			ITEM #	UNIT COST
AIT 131	Recommended Materials Package (includes Text and Course Guide)		131RP	\$175
	Course Guide—Essentials of Information Technology, 6th ed.		13101	50
	Text—Using Information Technology, 7th Institutes ed.		13102	125
AIT 132	Recommended Materials Package (includes Text and Course Guide)		132RP	\$145
	Course Guide—Insurance Uses of Technology, 3rd ed.		13201	50
	Text—Insurance Uses of Technology, 1st ed.		13202	95
AIT 134	Recommended Materials Package (includes Text and Course Guide)		134RP	\$160
	Course Guide—The Strategic Management of Information, 5th ed.		13401	50
	Text—Corporate Information Strategy and Management, 2nd IIA ed.		13402	110
ARe 143	▶ Comprehensive Package (includes Texts, Course Guide, Practice Exams Access, and SMART Study Aids)		143CP	\$290
	▶ Blended Learning Package—add online course access for \$60 (includes Comprehensive Package and Online Course Access)		143CPB	350
	▶ Recommended Materials Package (includes Texts and Course Guide)		143RP	\$210
	▶ Course Guide—Primary Insurance Coverages, 7th ed.		14301	55
	▶ Text—Primary Insurance Coverages, 1st ed.		14302	120
	▶ The Institutes' Handbook of Insurance Policies, 9th or 10th ed.		9	35
	▶ SMART Study Aids, 1st ed. (Review Notes and Flash Cards)—Optional		143S	80
ARe 144	Comprehensive Package—(includes Text, Course Guide, and Online Exam Review)		144CP	\$225
	Recommended Materials Package (includes Text and Course Guide)		144RP	175
	Course Guide—Reinsurance Principles and Practices, 2nd ed.		14401	55
	Text—Reinsurance Principles and Practices, 1st ed.		14402	120
	Online Exam Review		1440R	50
ARe 145	Readings in Reinsurance Issues and Developments There is no text or course guide for ARe 145. Students read articles online through The Institutes' Web site and pay a \$335 course administration fee.		Contact Customer Service for details and enrollment.	
AFSB 151	Recommended Materials Package (includes Text and Course Guide)		151RP	\$220
	Course Guide—Principles of Suretyship, 7th ed.		15101	65
	Text—Principles of Suretyship, 2nd ed.		15102	155
AFSB 152	Recommended Materials Package (includes Text and Course Guide)		152RP	\$220
	Course Guide—Contract Surety, 8th ed.		15201	65
	Text—Contract Surety, 2nd ed.		15202	155
AFSB 153	Recommended Materials Package (includes Texts and Course Guide)		153RP	\$ 245
	Course Guide—Commercial Surety and Crime Insurance, 1st ed.		15301	65
	Text—Commercial Surety, 1st ed.		15302	90
	Text—Commercial Crime Insurance and Financial Institution Bonds, 2nd ed.		15303	90
ASLI 163	Recommended Materials Package (includes Text and Course Guide)		163RP	\$155
	Course Guide—Surplus Lines Insurance Operations, 1st ed., and A.M. Best Special Report		16301	65
	Text—Surplus Lines Insurance Operations, 1st ed.		16302	90
ASLI 164	Recommended Materials Package (includes Text and Course Guide)		164RP	\$155
	Course Guide—Surplus Lines Insurance Products, 1st ed.		16401	65
	Text—Surplus Lines Insurance Products, 1st ed.		16402	90

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IR 201	Recommended Materials Package (includes Text and Course Guide)	201RP	\$220
	Course Guide—Insurance Regulation, 5th ed.	20101	65
	Text—Insurance Regulation, 1st ed.	20102	155
STUDY MATERIALS		ITEM #	UNIT COST
RMPE 352	Recommended Materials Package (includes Text and Course Guide)	352RP	\$200
	Course Guide—Risk Management for Public Entities, 1st ed.	35201	35
	Text—Risk Management for Public Entities, 1st ed.	35202	165
NEW PROGRAM			
ACSR 1	▶ Studybook*—Homeowners Insurance, 1st ed.	37101	\$30
ACSR 2	▶ Studybook*—Personal Automobile Insurance, 1st ed.	37201	\$30
ACSR 3	▶ Studybook*—Personal Lines Related Coverages, 1st ed.	37301	\$30
ACSR 4	▶ Studybook*—Agency Errors and Omissions, 1st ed.	37401	\$30
ACSR 5	▶ Studybook*—Professional Development and Account Manager, 1st ed.	37501	\$30
ACSR 6	▶ Studybook*—Commercial Property Insurance, 1st ed.	38601	\$40
ACSR 7	▶ Studybook*—Commercial Liability Insurance, 1st ed.	38701	\$40
ACSR 8	▶ Studybook*—Commercial Automobile Insurance, 1st ed.	38801	\$40
ACSR 9	▶ Studybook*—Commercial Lines Related Coverages, 1st ed.	38901	\$40
ACSR 10	▶ Studybook*—Life Insurance, 1st ed.	39001	\$30
ACSR 11	▶ Studybook*—Retirement Planning, 1st ed.	39101	\$30
ACSR 12	▶ Studybook*—Disability and Health Insurance, 1st ed.	39201	\$30
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