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KEY TO ORDER FORM SYMBOLS

- ▶ New/revised edition **New item prices effective immediately.** Prices for other items effective 1/1/10.
 New items available September 2009 for January–March 2010 exams, unless otherwise noted.

STUDY MATERIALS		ITEM #	UNIT COST
CPCU PROFESSIONAL DESIGNATION PROGRAM (FOUNDATION COURSES)			
CPCU 510	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	510CP	\$265
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	510RP	185
	Course Guide & Practice Exams Access—Foundations of Risk Management, Insurance, and Professionalism, 6th ed.	51001	50
	Text—Foundations of Risk Management and Insurance, 2nd ed.	51002	110
	Text—Code of Professional Ethics of the American Institute for CPCU, 8th ed.	51003	25
	SMART Study Aids, 5th ed. (Review Notes & Flash Cards)—Optional	510S	80
CPCU 520	▶ Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	520CP	\$240
	▶ Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	520RP	160
	▶ Course Guide & Practice Exams Access—Insurance Operations, Regulation, and Statutory Accounting, 4th ed.	52001	50
	Text—Insurance Operations, Regulation, and Statutory Accounting, 2nd ed.	52002	110
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional	520S	80
CPCU 530	▶ Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	530CP	\$240
	▶ Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	530RP	160
	▶ Course Guide & Practice Exams Access—The Legal Environment of Insurance, 3rd ed.	53001	50
	Text—The Legal Environment of Insurance, 1st ed.	53002	110
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional	530S	80
CPCU 540	▶ Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	540CP	\$240
	▶ Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	540RP	160
	▶ Course Guide & Practice Exams Access—Finance for Risk Management and Insurance Professionals, 3rd ed.	54001	50
	Text—Finance for Risk Management and Insurance Professionals, 1st ed.	54002	110
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional	540S	80
	Introduction to Accounting Principles and Financial Statements (DVD)—Optional	54008V	40
CPCU 560	▶ Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	560CP	\$240
	▶ Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	560RP	160
	▶ Course Guide & Practice Exams Access—Financial Services Institutions, 7th ed.	56001	50
	▶ Text—Financial Markets and Institutions, 4th CPCU ed.	56002	110
	▶ SMART Study Aids, 5th ed. (Review Notes & Flash Cards)—Optional	560S	80
CPCU PROFESSIONAL DESIGNATION PROGRAM (CONCENTRATION COURSES)			
CPCU 551	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	551CP	\$270
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	551RP	190
	Course Guide & Practice Exams Access—Commercial Property Risk Management and Insurance, 5th ed.	55101	50
	Text—Commercial Property Risk Management and Insurance, 8th ed.	55102	110
	The CPCU Handbook of Insurance Policies, 8th ed.	9	30
	SMART Study Aids, 4th ed. (Review Notes & Flash Cards)—Optional	551S	80
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40

STUDY MATERIALS		ITEM #	UNIT COST
CPCU 552	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	552CP	\$270
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	552RP	190
	Course Guide & Practice Exams Access—Commercial Liability Risk Management and Insurance, 5th ed.	55201	50
	Text—Commercial Liability Risk Management and Insurance, 7th ed.	55202	110
	The CPCU Handbook of Insurance Policies, 8th ed.	9	30
	SMART Study Aids, 4th ed. (Review Notes & Flash Cards)—Optional	552S	80
CPCU 553	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	553CP	\$220
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	553RP	140
	Course Guide & Practice Exams Access—Survey of Personal Risk Management, Insurance, and Financial Planning, 4th ed.	55301	50
	Text—Investment, Retirement, and Estate Planning, 2nd ed.	55302	40
	Text—Personal Insurance, 2nd ed.	55303	50
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional	553S	80
CPCU 555	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	555CP	\$270
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	555RP	190
	Course Guide & Practice Exams Access—Personal Risk Management and Property-Liability Insurance, 4th ed.	55501	50
	Text—Personal Risk Management and Property-Liability Insurance, 1st ed.	55502	110
	The CPCU Handbook of Insurance Policies, 8th ed.	9	30
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional	555S	80
CPCU 556	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	556CP	\$185
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	556RP	105
	Course Guide & Practice Exams Access—Personal Financial Planning, 5th ed.	55601	50
	Text—Personal Financial Planning, 2nd CPCU ed.	55602	55
	SMART Study Aids, 4th ed. (Review Notes & Flash Cards)—Optional	556S	80
CPCU 557	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	557CP	\$220
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	557RP	140
	Course Guide & Practice Exams Access—Survey of Commercial Risk Management and Insurance, 7th ed.	55701	50
	Text—Property and Liability Risk Control, 2nd ed.	55702	40
	Text—Commercial Insurance, 2nd ed.	55703	50
	SMART Study Aids, 6th ed. (Review Notes & Flash Cards)—Optional	557S	80
INSURANCE FUNDAMENTALS			
INTRO TO PROPERTY & CASUALTY INS.	Required Materials Package (includes Text & Course Guide)	20RP	\$ 80
	Course Guide—Introduction to Property and Casualty Insurance (INTRO), 1st ed.	2001	30
	Text—Introduction to Property and Casualty Insurance, 1st ed.	2002	50
INTRO TO CLAIMS	Required Materials Package (includes Text & Course Guide)	30RP	\$ 80
	Course Guide—Introduction to Claims, 4th ed.	3001	40
	Text—Introduction to Claims, 3rd ed.	3002	40
INTRO TO RISK MGMT.	Text/Course Guide—Introduction to Risk Management, 1st ed.	50RP	\$ 50
INTRO TO UNDER-WRITING	Required Materials Package (includes Text & Course Guide)	60RP	\$ 75
	Course Guide—Introduction to Underwriting, 3rd ed.	6001	35
	Text—Introduction to Underwriting, 1st ed.	6002	40
INS 21	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	21CP	\$155
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	21RP	90
	Course Guide & Practice Exams Access—Property and Liability Insurance Principles, 5th ed.	2101	40
	Text—Property and Liability Insurance Principles, 4th ed.	2102	50
	SMART Study Aids, 4th ed. (Review Notes & Flash Cards)—Optional	21S	65

STUDY MATERIALS			ITEM #	UNIT COST
INS 22	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)		22CP	\$155
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)		22RP	90
	Course Guide & Practice Exams Access—Personal Insurance, 5th ed.		2201	40
	Text—Personal Insurance, 2nd ed.		2202	50
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional		22S	65
INS 23	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)		23CP	\$155
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)		23RP	90
	Course Guide & Practice Exams Access—Commercial Insurance, 8th ed.		2301	40
	Text—Commercial Insurance, 2nd ed.		2302	50
	SMART Study Aids, 6th ed. (Review Notes & Flash Cards)—Optional		23S	65
	Business Income Insurance: An Introduction (DVD)—Optional		SAVB01	40
SM 18	Required Materials Package (includes Text & Course Guide)		18RP	\$ 80
	Course Guide—Essentials of Supervision, 5th ed.		1801	30
	Text—Essentials of Supervision, 3rd ed.		1802	50
SM 19	Required Materials Package (includes Text & Course Guide)		19RP	\$ 80
	Course Guide—Supervisory Skills, 4th ed.		1901	30
	Text—Supervisory Skills, 3rd ed.		1902	50
ASSOCIATE DESIGNATION PROGRAMS AND OTHER INSTITUTE COURSES				
AIS 25	Comprehensive Package —(includes Text/Course Guide, Practice Exam CD-ROM, & SMART Study Aids)		25CP	\$150
	Text/Course Guide & Practice Exam CD-ROM—Delivering Insurance Services, 3rd ed.		25RP	80
	SMART Study Aids, 1st ed. (Review Notes & Flash Cards)—Optional		25S	70
API 28	Required Materials Package (includes Text & Course Guide)		28RP	\$135
	Course Guide—Personal Insurance: Underwriting and Marketing Practices, 2nd ed.		2801	50
	Text—Personal Insurance: Underwriting and Marketing Practices, 1st ed.		2802	85
API 29	Required Materials Package (includes Texts & Course Guide)		29RP	\$140
	Course Guide—Personal Insurance: Portfolio Management and Issues, 1st ed.		2901	50
	Text—Personal Insurance: Portfolio Management, 1st ed.		2902	60
	Text—Personal Insurance: Issues, 1st ed.		2903	30
AIC 33	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)		33CP	\$210
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)		33RP	130
	Course Guide & Practice Exams Access—Claim Handling Principles and Practices, 2nd ed.		3301	50
	Text—Claim Handling Principles and Practices, 1st ed.		3302	80
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional		33S	80
AIC 34	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)		34CP	\$250
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)		34RP	170
	Course Guide & Practice Exams Access—Workers' Compensation and Managing Bodily Injury Claims, 4th ed.		3401	50
	Text—Principles of Workers' Compensation Claims, 3rd ed.		3402	60
	Text—Managing Bodily Injury Claims, 2nd ed.		3403	60
	Analysis of Workers' Compensation Laws, USCC—Optional		3404	30
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional		34S	80
AIC 35	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)		35CP	\$235
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)		35RP	155
	Course Guide & Practice Exams Access—Property Loss Adjusting, 5th ed.		3501	50
	Text—Property Loss Adjusting, 3rd ed.		3502	105
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional		35S	80
	Business Income Insurance: An Introduction (DVD)—Optional		SAVB01	40

STUDY MATERIALS		ITEM #	UNIT COST
AIC 36	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	36CP	\$235
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	36RP	155
	Course Guide & Practice Exams Access—Liability Claim Practices, 3rd ed.	3601	50
	Text—Liability Claim Practices, 1st ed.	3602	105
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional	36S	80
AIM 40	▶ Required Materials Package (includes Text & Course Guide)	40RP	\$200
	▶ Course Guide—Management, 3rd ed.	4001	70
	▶ Text—Contemporary Management, 2nd IIA ed.	4002	130
AIM 44	Required Materials Package (includes Text & Course Guide)	44RP	\$210
	Course Guide—Human Resource Management, 2nd ed.	4401	70
	Text—Human Resource Management, 2nd IIA ed.	4402	140
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 \$330.	Contact Customer Service for details and enrollment.	
ARM 54	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	54CP	\$240
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	54RP	160
	Course Guide & Practice Exams Access—Risk Assessment, 3rd ed.	5401	50
	Text—Risk Assessment, 1st ed.	5402	110
	SMART Study Aids, 3rd ed. (Review Notes & Flash Cards)—Optional	54S	80
ARM 55	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	55CP	\$240
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	55RP	160
	Course Guide & Practice Exams Access—Risk Control, 2nd ed.	5501	50
	Text—Risk Control, 1st ed.	5502	110
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional	55S	80
ARM 56	Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	56CP	\$240
	Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	56RP	160
	Course Guide & Practice Exams Access—Risk Financing, 5th ed.	5601	50
	Text—Risk Financing, 4th ed.	5602	110
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional	56S	80
ERM 57 Coming fall 2009	▶ Comprehensive Package —(includes Text, Course Guide, Practice Exams Access, & SMART Study Aids)	57CP	\$415
	▶ Required Materials Package —(includes Text, Course Guide, & Practice Exams Access)	57RP	290
	▶ Course Guide & 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	190
	▶ SMART Study Aids, 1st ed. (Review Notes & Flash Cards)—Optional	57S	125
AU 65	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)	65CP	\$260
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)	65RP	180
	Course Guide & Practice Exams Access—Commercial Underwriting: Principles and Property, 6th ed.	6501	50
	Text—Underwriting Principles, 2nd ed.	6502	65
	Text—Underwriting Commercial Property, 2nd ed.	6503	65
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional	65S	80
	Business Income Insurance: An Introduction (DVD)—Optional	SAVB01	40

STUDY MATERIALS			ITEM #	UNIT COST
AU 66	Comprehensive Package —(includes Texts, Course Guide, Practice Exams Access, & SMART Study Aids)		66CP	\$260
	Required Materials Package —(includes Texts, Course Guide, & Practice Exams Access)		66RP	180
	Course Guide & Practice Exams Access—Commercial Underwriting: Liability and Advanced Techniques, 7th ed.		6601	50
	Text—Underwriting Commercial Liability, 2nd ed.		6602	65
	Text—Advanced Underwriting Techniques, 2nd ed.		6603	65
	SMART Study Aids, 2nd ed. (Review Notes & Flash Cards)—Optional		66S	80
AAI 81	Required Materials Package (includes all 3 segments for AAI 81 & AAIG)		8100	\$200
	AAI Information Guide (included with all segments), 12th ed.		AAIG	N/C
	Text—Principles of Insurance (Segment A), 3rd ed.		8101	90
	Text—Personal Insurance (Segment B), 3rd ed.		8102	90
	Text—Commercial Property Insurance (Segment C), 3rd ed.		8103	90
	The CPCU Handbook of Insurance Policies, 8th ed.		9	30
	Business Income Insurance: An Introduction (DVD)—Optional		SAVB01	40
AAI 82	Required Materials Package (includes all 3 segments for AAI 82 & AAIG)		8200	\$200
	AAI Information Guide (included with all segments), 12th ed.		AAIG	N/C
	Text—Commercial Liability Insurance (Segment A), 3rd ed.		8201	90
	Text—Other Commercial Insurance (Segment B), 3rd ed.		8202	90
	Text—Specialized Insurance and Bonds (Segment C), 3rd ed.		8203	90
	The CPCU Handbook of Insurance Policies, 8th ed.		9	30
AAI 83	Required Materials Package (includes all 3 segments for AAI 83 & AAIG)		8300	\$200
	AAI Information Guide (included with all segments), 12th ed.		AAIG	N/C
	Text—Principles of Agency Management (Segment A), 3rd ed.		8301	90
	Text—The Insurance Production Environment (Segment B), 3rd ed.		8302	90
	Text—Agency Management Tools and Processes (Segment C), 3rd ed.		8303	90
APA 91	Required Materials Package (includes Text & Course Guide)		91RP	\$220
	Course Guide—Principles of Premium Auditing, 4th ed.		9101	70
	Text—Principles of Premium Auditing, 4th ed.		9102	150
APA 92	Required Materials Package (includes Text & Course Guide)		92RP	\$220
	Course Guide—Premium Auditing Applications, 7th ed.		9201	70
	Text—Premium Auditing Applications, 5th ed.		9202	150
AIAF 111	▶ Required Materials Package (includes Text & Course Guide)		111RP	\$280
	▶ Course Guide—Statutory Accounting for Property-Casualty Insurers, 6th ed.		11101	70
	▶ Text—Property-Casualty Insurance Accounting, 8th ed., 1st addendum, IASA		11102	210
	Introduction to Accounting Principles and Financial Statements (DVD)—Optional		54008V	40
AIAF 112	Required Materials Package (includes Text & Course Guide)		112RP	\$190
	Course Guide—Insurance Information Systems, 5th ed.		11201	70
	Text—Insurance Information Systems, 3rd ed.		11202	120
AMIM 121	▶ Required Materials Package (includes Texts & Course Guide)		121RP	\$235
	▶ Course Guide—Ocean Marine Insurance, 6th ed.		12101	65
	Text—Ocean Marine Insurance, 3rd ed.		12102	85
	▶ Text—The Business of Shipping, 8th ed., Cornell Maritime Press, a division of Schiffer Publishing, Ltd.		12103	85
AMIM 122	Required Materials Package (includes Text & Course Guide)		122RP	\$235
	Course Guide—Inland Marine Insurance, 4th ed.		12201	65
	Text—Inland Marine Insurance, 2nd ed.		12202	170

STUDY MATERIALS			ITEM #	UNIT COST
AIT 131	Required Materials Package (includes Text & Course Guide)		131RP	\$170
	Course Guide—Essentials of Information Technology, 6th ed.		13101	50
	Text—Using Information Technology, 7th IIA ed.		13102	120
AIT 132	Required Materials Package (includes Text & Course Guide)		132RP	\$140
	Course Guide—Insurance Uses of Technology, 3rd ed.		13201	50
	Text—Insurance Uses of Technology, 1st ed.		13202	90
AIT 134	Required Materials Package (includes Text & Course Guide)		134RP	\$155
	Course Guide—The Strategic Management of Information, 5th ed.		13401	50
	Text—Corporate Information Strategy and Management, 2nd IIA ed.		13402	105
ARe 143	Required Materials Package (includes Text & Course Guide)		143RP	\$150
	Course Guide—Primary Insurance Coverages, 5th ed.		14301	50
	Text—Personal Insurance, 2nd ed.		14302	50
	Text—Commercial Insurance, 2nd ed.		14303	50
ARe 144	Comprehensive Package—(includes Text, Course Guide, & Online Exam Review)		144CP	\$215
	Required Materials Package (includes Text & Course Guide)		144RP	165
	Course Guide—Reinsurance Principles and Practices, 2nd ed.		14401	50
	Text—Reinsurance Principles and Practices, 1st ed.		14402	115
	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 \$330 course administration fee.		Contact Customer Service for details and enrollment.	
AFSB 151	Required Materials Package (includes Text & Course Guide)		151RP	\$215
	Course Guide—Principles of Suretyship, 7th ed.		15101	65
	Text—Principles of Suretyship, 2nd ed.		15102	150
AFSB 152	Required Materials Package (includes Text & Course Guide)		152RP	\$215
	Course Guide—Contract Surety, 8th ed.		15201	65
	Text—Contract Surety, 2nd ed.		15202	150
AFSB 153	Required Materials Package (includes Text & Course Guide)		153RP	\$ 235
	Course Guide—Commercial Surety and Crime Insurance, 1st ed.		15301	65
	Text—Commercial Surety, 1st ed.		15302	85
	Text—Commercial Crime Insurance and Financial Institution Bonds, 2nd ed.		15303	85
ASLI 163	Required Materials Package (includes Text & Course Guide)		163RP	\$150
	Course Guide—Surplus Lines Insurance Operations, 1st ed., and A.M. Best Special Report		16301	65
	Text—Surplus Lines Insurance Operations, 1st ed.		16302	85
ASLI 164	Required Materials Package (includes Text & Course Guide)		164RP	\$150
	Course Guide—Surplus Lines Insurance Products, 1st ed.		16401	65
	Text—Surplus Lines Insurance Products, 1st ed.		16402	85
IR 201	Required Materials Package (includes Text & Course Guide)		201RP	\$215
	Course Guide—Insurance Regulation, 5th ed.		20101	65
	Text—Insurance Regulation, 1st ed.		20102	150
RMPE 352	Required Materials Package (includes Text & Course Guide)		352RP	\$195
	Course Guide—Risk Management for Public Entities, 1st ed.		35201	35
	Text—Risk Management for Public Entities, 1st ed.		35202	160

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