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- January 15–March 15, 2020
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- July 15–September 15, 2020
- October 15–December 15, 2020

BILL TO (COMPLETE ALL FIELDS):

(Established accounts only. All other orders must be prepaid. Please direct questions about establishing an account to Accounts Receivable.)

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<th>Purchase Order #</th>
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Name—Please print clearly.

Firm Name—if business address

Address

City and State

Country

Daytime Phone Number

ID# (Students only)

Name—Please print clearly.

Firm Name—if business address (business address preferred)

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Visit us at TheInstitutes.org to fast track your risk management or insurance career with certifications and designations that will get your noticed!

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If you need to know the shipping rate before placing your order, contact CustomerSuccess@TheInstitutes.org or call (800) 644-2101.

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**PRICES AND AVAILABILITY ARE SUBJECT TO CHANGE.**
### THE INSTITUTES 2020 ORDER FORM FOR STUDY MATERIALS: EDITION 2

Prices and availability are subject to change.

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Tel: (800) 644-2101 (8 am–6 pm eastern time, weekdays) | Fax: (610) 640-9576 (Do not mail copies of faxed orders.)
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**KEY TO ORDER FORM SYMBOLS**

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

- **Revised/New Content.**
- * The studybook is a text/course guide combination.

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#### STUDY MATERIALS

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#### CPCU DESIGNATION PROGRAM (Concentration Courses)

| **Bonus Package**—add online course access for $90 (includes Standard Package and Online Course Access) | 551CPB | 455 |
| **Basic Print** (includes Text, Policy Handbook, Course Guide, and Practice Exams Access) | 551RP | 275 |
| Text—Commercial Property Risk Management and Insurance, 3rd ed. | 55102 | 153 |
| The Institutes’ Handbook of Insurance Policies, 12th ed. | 9 | 50 |
| SMART Study Aids, 3rd ed. (Review Notes and Flash Cards)—Optional | 551S | 90 |
| Business Income Insurance: An Introduction (DVD)—Optional | SAVB01 | 40 |

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The Institutes’ courses and programs are dynamic. To provide industry professionals with the knowledge needed to drive powerful business results, The Institutes continuously review and revise technical content and delivery methods based on current industry needs and practices. Therefore, course topics, program requirements, and pricing are subject to change at any time. If you are uncertain about your study materials or wish to get the latest course and program information, check The Institutes’ website, TheInstitutes.org, call Customer Success at (800) 644-2101, or email questions to CustomerSuccess@TheInstitutes.org.
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| AAI 81 Standard Package (includes Studybooks, Policy Handbook, Practice Exams Access, and SMART Study Aids) | 81CP | $415 |
| Bonus Package—add online course access for $70 (includes Comprehensive Package and Online Course Access) | 81CPB | 485 |
| Basic Print Package (includes all 3 segments and the Policy Handbook for AAI 81) | 81RP | 330 |
| SMART Study Aids (includes all 3 segments of Review Notes and Flash Cards for AAI 81)—Optional | 81SP | 85 |
| Segment A Studybook*—Principles of Insurance, 4th ed. | 8101 | 124 |
| Segment A SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional | 81AS | 32 |
| Segment B Studybook*—Personal Insurance, 4th ed. | 8102 | 124 |
| Segment B SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional | 81BS | 32 |
| Segment C Studybook*—Commercial Property Insurance, 5th ed. | 8103 | 124 |
| Segment C SMART Study Aids (Review Notes and Flash Cards), 5th ed.—Optional | 81CS | 32 |
| The Institutes’ Handbook of Insurance Policies, 12th ed. | 9 | 50 |
| Business Income Insurance: An Introduction (DVD)—Optional | SAVBO1 | 40 |

| AAI 82 Standard Package (includes Studybooks, Policy Handbook, Practice Exams Access, and SMART Study Aids) | 82CP | $415 |
| Bonus Package—add online course access for $70 (includes Comprehensive Package and Online Course Access) | 82CPB | 485 |
| Basic Print Package (includes all 3 segments and the Policy Handbook for AAI 82) | 82RP | 330 |
| SMART Study Aids (includes all 3 segments of Review Notes and Flash Cards for AAI 82)—Optional | 82SP | 85 |
| Segment A Studybook*—Commercial Liability Insurance, 5th ed. | 8201 | 124 |
| Segment A SMART Study Aids (Review Notes and Flash Cards), 5th ed.—Optional | 82AS | 32 |
| Segment B Studybook*—Other Commercial Insurance, 5th ed. | 8202 | 124 |
| Segment B SMART Study Aids (Review Notes and Flash Cards), 5th ed.—Optional | 82BS | 32 |
| Segment C Studybook*—Specialized Insurance and Bonds, 4th ed. | 8203 | 124 |
| Segment C SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional | 82CS | 32 |
| The Institutes’ Handbook of Insurance Policies, 12th ed. | 9 | 50 |

| AAI 83 Standard Package (includes Studybooks, Practice Exams Access, and SMART Study Aids) | 83CP | $370 |
| Bonus Package—add online course access for $70 (includes Comprehensive Package and Online Course Access) | 83CPB | 440 |
| Basic Print Package (includes 3 segments for AAI 83) | 83RP | 285 |
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| Segment A Studybook*—Principles of Agency Management, 4th ed. | 8301 | 124 |
| Segment A SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional | 83AS | 32 |
| Segment B Studybook*—The Insurance Production Environment, 4th ed. | 8302 | 124 |
| Segment B SMART Study Aids (Review Notes and Flash Cards), 1st ed.—Optional | 83BS | 32 |
| Segment C SMART Study Aids (Review Notes and Flash Cards), 4th ed.—Optional | 83CS | 32 |
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<td>144CP</td>
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<td>ARe 145 Readings in Reinsurance Issues and Developments</td>
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<td>Contact Customer Success for details and enrollment.</td>
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<td>181CPB</td>
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<td><strong>WCCP 17</strong> Basic Print and Online—Statutes of Limitations, Jurisdiction, and Civil Remedies in CA Workers’ Comp Claims, 1st ed.</td>
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