

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.
<u>Insurance Essentials</u>			
Insurance Essentials, 2 nd Ed	4	\$88	310N
<u>Successful Starts</u>			
Successful Starts for CSRs	3	\$66	ONB 201
Successful Starts for Producers	3	\$66	ONB 202
<u>Insurance Fundamentals</u>			
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
<u>Introduction to Risk Management and Insurance</u>			
Fundamentals of Property-Casualty Insurance, 1 st Ed	2.5	\$55	GEN 201
Fundamentals of Risk Management, 1 st Ed	1	\$22	RM 201
Fundamentals of Underwriting, 1 st Ed	2	\$44	UND 201
Fundamentals of Claims, 1 st Ed	2	\$44	CLM 204
<u>Insurance Principles</u>			
Claims, 5 th Ed	2	\$44	CPCL1
Insurance Policies, 5 th Ed	2	\$44	COIP1
Insurer Financial Performance, 5 th Ed	2	\$44	CPIFP1
Insurers and How They are Regulated, 5 th Ed	2	\$44	CITF1
Loss Exposures, 5 th Ed	2	\$44	CPLLE1
Marketing, 5 th Ed	2	\$44	CPMG1
Risk Management, 5 th Ed	2	\$44	CPRM1
Understanding Insurance, 5 th Ed	2	\$44	CPUF1
Underwriting and Ratemaking, 5 th Ed	2	\$44	CPUR1
<u>Personal Insurance</u>			
Personal Insurance Overview, 3 rd Ed	2	\$44	PER 201
Automobile Insurance and Society, 3 rd Ed	1	\$22	PER 202
Personal Auto Insurance Policy, 3 rd Ed	5	\$110	PER 203
Homeowners Insurance Policy, 3 rd Ed	3	\$66	PER 204
Dwelling, Mobile Home, Flood, Windstorm, 3 rd Ed	1	\$22	PER 205
Personal Inland Marine, Watercraft, Umbrella, 3 rd Ed	1	\$22	PER 206
Life Insurance Planning, 3 rd Ed	2	\$44	PER 207
Retirement Planning, 3 rd Ed	1	\$22	PER 208
Disability and Health Insurance Planning, 3 rd Ed	2	\$44	PER 209

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Commercial Insurance</u>			
Commercial Property Insurance, 5 th Ed	5	\$110	COM 201
Business Income Insurance, 5 th Ed	2	\$44	COM 202
Comm Crime Insurance & Equipment Breakdown Insurance, 5 th Ed	2	\$44	COM 203
Inland Marine and Ocean Marine Insurance, 5 th Ed	1	\$22	COM 204
Commercial General Liability Insurance, 5 th Ed	5	\$110	COM 205
Commercial Auto Insurance, 5 th Ed	4	\$88	COM 206
Workers Compensation and Employers Liability Coverage, 5 th Ed	1	\$22	COM 207
Business-owners and Farm Insurance, 5 th Ed	1	\$22	COM 208
Specialty Coverages, 5 th Ed	2	\$44	COM 209

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, 1 st Ed	1.5	\$33	CLM 301
The Claim Function and Professional Ethics, 1 st Ed	1	\$22	CLM 302
The Claim Handling Process, 1 st Ed	2	\$44	CLM 303
Setting Case Reserves & Investigating Claims, 1 st Ed	1	\$22	CLM 304
Documenting Claims, 1 st Ed	1	\$22	CLM 305
Communicating Effectively, 1 st Ed	1	\$22	CLM 306
Dealing with Fraud, 1 st Ed	1	\$22	CLM 307
Negotiating Claims, 1 st Ed	1	\$22	CLM 308
Litigating Claims, 1 st Ed	1	\$22	CLM 309
Good-Faith Claim Handling, 1 st Ed	2	\$44	CLM 310

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Property Claims Practices</u>			
Property Insurance Basics, 1 st Ed	2	\$44	CLM 311
Property Insurance: Valuation, Limits, & Conditions, 1 st Ed	2	\$44	CLM 312
Loss Adjustment Process, 1 st Ed	2	\$44	CLM 313
Loss Investigation, 1 st Ed	2	\$44	CLM 314
Good-Faith Investigation & Coverage Defenses, 1 st Ed	1	\$22	CLM 315
Fraud Investigations, 1 st Ed	1	\$22	CLM 316
Fundamentals of Estimating, 1 st Ed	2	\$44	CLM 317
Fundamentals of Residential Construction, 1 st Ed	1	\$22	CLM 318
Merchandise Losses, 1 st Ed	1	\$22	CLM 319
Business Income Losses, 1 st Ed	2	\$44	CLM 320
Specialty Losses, 1 st Ed	3	\$66	CLM 321
<u>Managing Bodily Injury Claim</u>			
Bodily Injury Claims Management, 2 nd Ed	1	\$22	CLM 334
Bodily Injury Investigation Process, 2 nd Ed	1	\$22	CLM 335
Injury and Treatment Evaluation, 2 nd Ed	1	\$22	CLM 336
Impairment and Disability, 2 nd Ed	1	\$22	CLM 337
Rehabilitation, 2 nd Ed	1	\$22	CLM 338
Psychological Injuries, 2 nd Ed	1	\$22	CLM 339
Issues With Ongoing Bodily Injury Claims, 2 nd Ed	1	\$22	CLM 340
Managing Bodily Injury Case Studies, 2 nd Ed	1	\$22	CLM 341
<u>Workers Compensation Claim Practices</u>			
Overview of Workers Compensation, 1 st Ed	2	\$44	CLM 342
Workers Compensation & Employers Liability, 1 st Ed	1	\$22	CLM 343
Workers Compensation Statutes, 1 st Ed	1	\$22	CLM 344
Statutory Standards, 1 st Ed	1	\$22	CLM 345
Notice of Injury and Coverage Analysis, 1 st Ed	1	\$22	CLM 346
Investigating Coverage and Compensability, 1 st Ed	2	\$44	CLM 347

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
Investigating Medical Issues, 1 st Ed	1	\$22	CLM 348
Temporary Disability and Medical Benefits, 1 st Ed	1	\$22	CLM 349
Permanent Disability Benefits, 1 st Ed	1	\$22	CLM 350
Concluding Workers Compensation Claims, 1 st Ed	1	\$22	CLM 351
Subrogation, 1 st Ed	1	\$22	CLM 352
<u>Liability Claims Practice</u>			
Managing Liability Claims Litigation, 3 rd Ed	2	\$44	CLM 401
Settling Liability Claims, 3 rd Ed	2	\$44	CLM 402
Evaluating Liability Claims, 3 rd Ed	2	\$44	CLM 403
Handling Coverage Disputes, 3 rd Ed	1	\$22	CLM 404
Investigating Liability Claims, 3 rd Ed	2	\$44	CLM 405
Determining Liability in Products Liability Claims, 3 rd Ed	1	\$22	CLM 406
Determining Liability in Premises Liability Claims, 3 rd Ed	3	\$66	CLM 407
Legal Principles for Determining Liability, 3 rd Ed	3	\$66	CLM 408
Overview of Liability Claims, 3 rd Ed	1	\$22	CLM 409
<u>Reinsurance</u>			
Reinsurance Fundamentals	1	\$22	CFRE1
Reinsurance Operations	2	\$44	CRO1
<i>Also see ARe 143 Primary Insurance Coverages on page 7.</i>			
<u>Essential Business Skills for Insurance Professionals</u>			
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.
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, 2 nd 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 Ed		\$326	C81
AAI 82–Multiple-Lines Insurance Production: 5 th Ed		\$326	C82
AAI 83– Agency Operations and Sales Management: 4 th Ed		\$281	C83
AAI 87 – Agency Leadership and Strategic Alignment: 1 st Ed		\$193	C87
Accredited Customer Service Representative(ACSR®)			
ACSR 1–Homeowner's Insurance: 2 nd Ed		\$42	C371
ACSR 2–Personal Automobile Insurance: 2 nd Ed		\$42	C372
ACSR 3–Personal Lines Related Coverages: 2 nd Ed		\$42	C373
ACSR 4–Agency, Errors, and Omissions: 1 st Ed		\$42	C374
ACSR 5–Professional Development & Account Mngmnt: 1 st Ed		\$42	C375
ACSR 6–Commercial Property Insurance: 3 rd Ed		\$52	C386
ACSR 7–Commercial Liability Insurance: 3 rd Ed		\$52	C387
ACSR 8–Commercial Automobile Insurance: 3 rd Ed		\$52	C388
ACSR 9–Commercial Lines Related Coverages: 3 rd Ed		\$52	C389
ACSR 10–Life Insurance: 1 st Ed		\$42	C390
ACSR 11–Retirement Planning, 1 st Ed		\$42	C391
ACSR 12–Disability and Health Insurance: 1 st Ed		\$42	C392
Associate in General Insurance (AINS®)			
AINS 21–Property & Liability Insurance Principles: 7 th Ed		\$164	C21
AINS 22–Personal Insurance: 3 rd Ed		\$211	C22
AINS 23–Commercial Insurance: 5 th Ed		\$211	C23
AINS 24–General Insurance for IT & Support Prof: 2 nd Ed		\$164	C24
AINS 25–Delivering Insurance Services: 4 th Ed		\$108	C25

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Associate in Claims (AIC®)</u>			
AIC 30–Claim Handling Principles and Practices: 2 nd Ed		\$193	CAIC30
AIC 31–Property Claims Practices: 2 nd Ed		\$193	C31
AIC 32–Liability Claims Practices: 3 rd Ed		\$193	C32
AIC 37–Managing Bodily Injury Claims: 2 nd Ed		\$193	C37
AIC 39–Auto Claim Practices: 2 nd Ed		\$232	C39
AIC 41–Property Coverages: 4 th Ed		\$193	C41
AIC 43–Property & Liability Coverages: 3 rd Ed		\$193	C43
AIC 44–Workers Compensation Claims Practices: 2 nd Ed		\$193	CAIC44
AIC 47–Claims Leadership and Organizational Alignment: 2 nd Ed		\$193	C47
AIC 48–Bodily Injury Claims and Auto Coverages 1 st Ed		\$193	C48
AIC 49–Bodily Injury Claims and Claims Coverages 1 st Ed		\$193	C49
SPPA 30–Public Adj Claim Handling Principles & Practices: 1 st Ed		\$193	CSPPA30
Property Technical Certification (PTC)			
<u>Property Technical Certification I – Core Property Adjusting Principles</u>			
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

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Property Technical Certification II – Exterior Loss Adjusting</u>			
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
Residential Roofing I		\$88	PTC2-611
Residential Roofing II		\$38.50	PTC2-612
<u>Property Technical Certification III – Interior Loss Adjusting</u>			
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

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Associate in Data Analytics (AIDA®)</u>			
AIDA 181–Big Data Analytics for Risk and Insurance: 2 nd Ed		\$226	C181
AIDA 182–Risk and Insurance Analysis Techniques: 1 st Ed		\$226	C182
<u>Associate in Fidelity and Surety Bonding (AFSB®)</u>			
AFSB 151–Principles of Suretyship: 3 rd Ed		\$259	C151
AFSB 152–Contract Surety: 3 rd Ed		\$259	C152
AFSB 153–Comm Surety, Crime Insurance & Financial Institution Bonds: 1 st Ed		\$259	C153
<u>Associate in Management (AIM®)</u>			
AIM 45–Managing Business Organizations Today		\$379	45OL
<u>Associate in Insurance Accounting and Finance (AIAF®)</u>			
AIAF 114–Insurer Accounting Management: 1 st Ed		\$230	C114
AIAF 115–Insurer Risk and Capital Management: 1 st Ed		\$230	C115
<u>Associate in Personal Insurance (API™)</u>			
API 28–Personal Ins: Underwriting & Marketing Practices: 2 nd Ed		\$211	C28
API 29–Personal Insurance: Portfolio Management: 3 rd Ed		\$211	C29
<u>Associate in Commercial Underwriting (AU™)</u>			
AU 60–Commercial Underwriting Principles: 1 st Ed		\$226	C60
AU 61–Underwriting Commercial Property: 2 nd Ed		\$226	C61
AU 62–Underwriting Commercial Liability: 3 rd Ed		\$226	C62
AU 67–Strategic Underwriting Techniques: 2 nd Ed		\$226	C67
<u>Associate in Reinsurance (ARe™)</u>			
ARe 143–Primary Insurance Coverages, 3 rd Ed		\$250	C143
ARe 144–Reinsurance Principles and Practices: 3 rd Ed		\$204	C144
ARe 145–Readings and Reinsurance Issues and Developments <i>Contact Customer Success for details and enrollment</i>		\$369	145OL
<u>Professional Risk Consultant (PRC™)</u>			
PRC 320–Risk Consulting with Confidence		\$275	PRC320
PRC 321–Trending Topics for Producers		\$250	PRC321

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Associate in Risk Management (ARM™)</u>			
ARM 400–Risk in an Evolving World 1 st Ed		\$345	C400
ARM 401–Holistically Assessing Risk 1 st Ed		\$345	C401
ARM 402–Successfully Treating Risk 1 st Ed		\$345	C402
<u>Associate in Surplus Lines Insurance (ASLI®)</u>			
ASLI 163–Surplus Lines Insurance Operations: 2 nd Ed		\$186	C163
ASLI 164–Surplus Lines Insurance Products: 4 th Ed		\$186	C164
<u>California Workers Compensation Claims Administration Certificate (WCCA™)</u>			
WCCA 10–Foundations of California WC Claims: 1 st Ed		\$170	WCCA10-OL
WCCA 11–Establishing Injury & Affirmative Defenses in CA WC Claims: 1 st Ed		\$170	WCCA11-OL
WCCA 12–Medical Benefits in CA WC Claims: 1 st Ed		\$170	WCCA12-OL
WCCA 14–Disability and Death Benefits in CA WC Claims: 1 st Ed		\$170	WCCA14-OL
WCCA 15–Discovery & Litigation in CA WC Claims: 1 st Ed		\$170	WCCA15-OL
<u>California Workers Compensation Claims Professional (WCCP®)</u>			
WCCP 16–Permanent Disability Rating IN CA WC Claims: 1 st Ed		\$170	WCCA16-OL
WCCP 17–Statutes of Limitations, Jurisdiction, and Civil Remedies in CA WC Claims: 1 st Ed		\$170	WCCA17-OL
WCCP 18–Adv Issues in Discovery & Litigation in CA WC Claims		\$170	WCCA18-OL
WCCP 20–Advanced Topics in CA WC Claims: 1 st Ed		\$170	WCCA20-OL

The Institutes' Online Course Descriptions	PDH Hours	Retail Price	Course No.
<u>Chartered Property Casualty Underwriter (CPCU®)</u>			
CPCU 500–Foundations of Risk Management & Insurance: 3 rd Ed		\$219	C500
CPCU 520–Insurance Operations: 3 rd Ed		\$219	C520
CPCU 530–Business Law for Insurance Professionals: 1 st Ed		\$219	C530
CPCU 540–Finance & Accounting for Ins Professionals: 3 rd Ed		\$219	C540
CPCU 551–Commercial Property Risk Management & Ins: 3 rd Ed		\$266	C551
CPCU 552–Commercial Liability Risk Management & Ins: 3 rd Ed		\$266	C552
CPCU 553–Survey of Personal Ins & Financial Planning: 2 nd Ed		\$187	C553
CPCU 555–Personal Risk Management & P/C Insurance: 3 rd Ed		\$266	C555
CPCU 556–Personal Financial Planning: 1 st Ed		\$219	C556
CPCU 557–Survey of Commercial Insurance: 3 rd Ed		\$187	C557
<i>The Institutes' online designation-based courses are priced as indicated for each course listed.</i>			
<u>Ethical Guidelines for Insurance Professionals</u>			
Ethical Guidelines for Insurance Professionals (Free Course)		\$0	311N
Ethical Guidelines for Insurance Professionals 1 st Ed (CE Version)		\$5.50	311CE
Ethics and the CPCU Code of Professional Conduct (Free Course)		\$0	312N
Ethics and the CPCU Code of Professional Conduct (CE Version)		\$5.50	312CE
<i>**Ethical Guidelines CE courses are non-discountable**</i>			

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