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**American Bankers Association**  
**TENNESSEE BANKERS ASSOCIATION**  
**AIB 2007 PRODUCT PRICE LIST**  
*Prices on this list updated as of January 31, 2007*

Last updated: 1/31/2007

Tennessee Bankers Association  
Your Local ABA Training Provider  
800.964.5525 or 615.244-4871

Product Title/Catalog Numbers	Course Title (Class Code)	Participant's Textbook Unit Price (member/non-member)		Instructor's Manual Unit Price (member/non-member)	ISBN # for Participant's Textbook (if applicable)
<b>Analyzing Financial Statements – 2003, 6<sup>th</sup> Edition</b> Textbook (3001825) Instructor's Manual (3001826)	<b>AIB Analyzing Financial Statements</b> (6920)	<b>Member:</b> \$69.00 Non-member: \$99.00		<b>Member:</b> \$40.00 Non-member: \$60.00	0-89982-495-1
<b>Banking and Finance Terminology - 2005 Book</b> (3002799)	N/A	<b>Member:</b> 1-24: \$46 25+: \$38	<b>Non-Member:</b> 1-24: \$64 25+: \$56	N/A	0-89982-575-3
<b>Banking Today - 2002</b> Textbook (3001633) Leader's Guide (3001634)	<b>AIB Banking Today</b> (1325)	<b>Member:</b> \$45.00 Non-member: \$65.00		<b>Member:</b> \$32.00 Non-member: \$50.00	0-89982-486-2 0-89982-487-0
<b>College Accounting – 2005, 8<sup>th</sup> Edition</b> • Textbook (3002786) • Instructor's Package (3002787) - Resource Manual with Solutions and Test Bank • Instructors CD (3002788) -Resource Manual with Solutions, Test Bank and Power Point Materials • Teaching & Solutions Transparencies (3002789)	<b>AIB General Accounting</b> (1002)	<b>Member:</b> \$83.00 Non-Member \$113.00 (prices include all working papers)		<i>Resource Package:</i> <b>Member:</b> \$50.00 Non-member \$70.00 <i>CD Package:</i> <b>Member:</b> \$35.00 Non-member: \$50.00 <i>For transparencies:</i> <b>Member:</b> \$35.00 Non-member: \$50.00	
<b>Commercial Lending - 2004</b> Textbook (3002045) Instructor's Manual (3002046)	<b>AIB Commercial Lending</b> (6350)	<b>Member:</b> \$85.00 Non-member: \$115.00		<b>Member:</b> \$50.00 Non-member: \$65.00	0-89982-550-8 0-89982-551-6
<b>Consumer Lending - 2006</b> Textbook (3003268) Instructor's Manual (3003269)	<b>AIB Consumer Lending</b> (7008)	<b>Member:</b> \$75.00 Non-member: \$105.00		<b>Member:</b> \$45.00 Non-member: \$65.00	0-89982-587-7 0-89982-588-5
<b>Economics: Fundamentals for Financial Service Providers – 2006, 3rd Edition</b> Textbook (3003289) Instructor's Manual (3003613)	<b>AIB Economics for Bankers</b> (2310)	<b>Member:</b> \$79.00 Non-member: \$109.00		<b>Member:</b> \$45.00 Non-member: \$65.00	

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<b>Product Title/Catalog Numbers</b>	<b>Course Title (Class Code)</b>	<b>Participant's Textbook Unit Price</b> <i>(member/non-member)</i>	<b>Instructor's Manual Unit Price</b> <i>(member/non-member)</i>	<b>ISBN # for Participant's Textbook</b> <i>(if applicable)</i>
<b>Financial Accounting – 2006, 9<sup>th</sup> Edition</b> <ul style="list-style-type: none"> <li>• Textbook (3003307) only</li> <li>• Textbook &amp; Working Papers (3003306)</li> <li>• Study Guide (3003308)</li> <li>• Instructor's Resource Manual &amp; Solutions (3003309)</li> <li>• Instructor CD-ROM (catalog 3003310) (includes Instructor Resource Manual, PowerPoint material and more)</li> <li>• Teaching &amp; Solutions Transparencies (3003311)</li> </ul>	<b>AIB Financial Accounting</b> (1000)	<b>Member: \$95.00</b> Non-member: \$125.00  <b>Member: \$110.00</b> Non-member: \$145.00  <b>Member: \$32.00</b> Non-member: \$45.00	<b>Member: \$50.00</b> Non-member: \$75.00  <b>Member: \$30.00</b> Non-member: \$50.00	978-0-618-76865-3  978-0-618-76865-3  978-0-618-77359-6  0-618-823980
<b>Intro to Mortgage Lending – 2006, 2nd Edition</b> Textbook (3003284) Instructor's Manual (3003285)	<b>AIB Introduction to Mortgage Lending</b> (7820)	<b>Member: \$69.00</b> Non-member: \$95.00	<b>Member: \$50.00</b> Non-member: \$65.00	0-89982-590-7 0-89982-591-5
<b>Law and Banking – 2005, 15<sup>th</sup> Edition</b> Textbook (3002798) Instructor's Manual (3002874)	<b>AIB Law and Banking -</b> Covers both <b>Applications</b> (3670) & <b>Principles</b> (3660)	<b>Member: \$69.00</b> Non-member: \$109.00	<b>Member: \$49.00</b> Non-member: \$69.00	0-89982-572-9 0-89982-573-7
<b>Marketing Financial Services – 2005, 6<sup>th</sup> Edition</b> Textbook (3003101) Instructor's Manual (3003102)	<b>AIB Marketing Financial Services</b> (7740)	<b>Member: \$65.00</b> Non-member: \$99.00	<b>Member: \$35.00</b> Non-member: \$55.00	0-89982-578-8
<b>Money and Banking - 2003</b> Textbook (3001560) Instructor's Manual (3001561)	<b>AIB Money and Banking</b> (1350)	<b>Member: \$75.00</b> Non-member: \$110.00	<b>Member: \$50.00</b> Non-member: \$75.00	0-89982-470-6 0-89982-471-4
<b>Principles of Banking - 2004</b> Textbook (3002279) Instructor's Manual on CD-ROM(3002597)	<b>AIB Principles of Banking</b> (1370)	<b>Member: \$60.00</b> Non-member: \$90.00	<b>Member: \$50.00</b> Non-member: \$65.00	0-89982-563-X 0-89982-564-8
<b>Supervision: Concepts &amp; Skill Building – 2003, 4<sup>th</sup> Edition</b> Textbook (3001468) Instructor's Package (IM & Testbank) (3001469)	<b>AIB Supervision</b> (4310)	<b>Member: \$75.00</b> Non-member: \$99.00	<b>Member: \$40.00</b> Non-member: \$60.00	0-07-283393-9 0-07-284740-9
<b>Today's Teller: Developing Basic Skills – 2005 Edition</b> Textbook (3003099) Leader's Guide (3003100)	<b>AIB Today's Teller: Developing Basic Skills</b> (6832)	<b>Member: \$49.00</b> Non-member: \$79.00	<b>Member: \$49.00</b> Non-member: \$79.00	0-89982-576-1 0-89982-677-X
<b>Trust Basics: An Introduction to the Products and Services of the Trust Industry –2006, 3rd Edition</b> Textbook (3003282) Instructor's Manual (3003612)	<b>AIB Trust Basics</b> (8261)	<b>Member: \$69.00</b> Non-member: \$99.00	<b>Member: \$40.00</b> Non-member: \$60.00	
<b>Understanding Bank Products – 2005, 1<sup>st</sup> Edition</b> Textbook (3003133) Leader's Guide (3003134)		<b>Member: \$45.00</b> Non-member \$70.00	<b>Member: \$45.00</b> Non-member \$70.00	0-89982-583-4 0-89985-584-2

<b>Building and Retaining Customer Relationships</b> Participant's Handbook (633214) Trainer's Guide (633215)	<b>Building and Retaining Customer Relationships</b> (6494) (3 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Business Etiquette – Print on Demand</b> Participant's Handbook (3003715) Trainer's Guide (3003716)	<b>Business Etiquette</b> (2506) (3 hours)	<b>Member: \$36.75</b> Non-member: \$57.75	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Calling on Small Business Customers – Print on Demand</b> Participant's Handbook (3003779) Trainer's Guide (3003807)	<b>Calling on Small Business Customers</b> (4288) (3 hours)	<b>Member: \$36.75</b> Non-member: \$57.75	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Coaching for Success – Print on Demand</b> Participant's Handbook (3003780) Trainer's Guide (3003806)	<b>Coaching for Success</b> (6876) (3 hours)	<b>Member: \$36.75</b> Non-member: \$57.75	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Corrective Action</b> Participant's Handbook (3003600) Trainer's Guide (3003601)	<b>Corrective Action</b> (4227) (3 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Cross-Selling Deposit Products – Print on Demand</b> Participant's Handbook (3003703) Trainer's Guide (3003704)	<b>Cross Selling Deposit Products</b> (6268) (6 hours)	<b>Member: \$47.25</b> Non-member: \$73.50	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Dealing Effectively with Co-Workers</b> Participant's Handbook (633778) Trainer's Guide (633779)	<b>Dealing Effectively With Co-Workers</b> (2534) (9 hours)	<b>Member: \$45.00</b> Non-member: \$70.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Effective Referrals – Print on Demand</b> Participant's Handbook (3003822) Trainer's Guide (3003823)	<b>Effective Referrals</b> (4506) (3 hours)	<b>Member: \$36.75</b> Non-member: \$57.75	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Ethical Issues for Bankers</b> Participant's Handbook (3003153) Trainer's Guide (3003154)	<b>Ethical Issues for Bankers</b> (0162) (6 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Fundamentals of Consumer Lending</b> Participant's Handbook (3003679) Trainer's Guide (3003680)	<b>Fundamentals of Consumer Lending</b> (7018) (6 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Hiring the Best</b> Participant's Handbook (633732) Trainer's Guide (633733)	<b>Hiring the Best</b> (4116) (6 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Introduction to Relationship Selling – Print on Demand</b> Participant's Handbook (3003781) Trainer's Guide (3003808)	<b>Introduction to Relationship Selling</b> (4504) (9 hours)	<b>Member: \$47.25</b> Non-member: \$73.50	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Managing Change</b> Participant's Handbook (3003602) Trainer's Guide (3003603)	<b>Managing Change</b> (6808) (3 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Managing Employee Relations</b> Participant's Handbook (3003604) Trainer's Guide (3003605)	<b>Managing Employee Relations</b> (2504) (6 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Managing Time at Work</b> Participant's Handbook (3001596) Trainer's Guide (3001597)	<b>Managing Time at Work</b> (4342) (3 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00

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<b>Performance Management</b> Participant's Handbook (3003610) Trainer's Guide (3003611)	<b>Performance Management</b> (4226) (6 hours)	<b>Member: \$45.00</b> Non-member: \$70.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Personal Tax Return Analysis – Print on Demand</b> Participant's Handbook (3003782) Trainer's Guide (3003812)	<b>Personal Tax Return Analysis</b> (8008) (9 hours)	<b>Member: \$47.25</b> Non-member: \$73.50	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Relationship Selling to Small Business Customers – Print on Demand</b> Participant's Handbook (3003783) Trainer's Guide (3003809)	<b>Relationship Selling to Small Business Customers</b> (7762) (6 hours)	<b>Member: \$47.25</b> Non-member: \$73.50	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Revitalizing Customer Service</b> Participant's Handbook (633766) Trainer's Guide (633767)	<b>Revitalizing Customer Service</b> (6496) (6 hours)	<b>Member: \$45.00</b> Non-member: \$70.00	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Rewards and Recognition – Print on Demand</b> Participant's Handbook (3003784) Trainer's Guide (3003810)	<b>Rewards and Recognition</b> (2502) (6 hours)	<b>Member: \$36.75</b> Non-member: \$57.75	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Servicing and Growing Small Business Relationships – Print on Demand</b> Participant's Handbook (3003785) Trainer's Guide (3003811)	<b>Servicing and Growing Small Business Relationships</b> (4284) (3 hours)	<b>Member: \$47.25</b> Non-member: \$73.50	<b>Member: \$95.00</b> Non-member: \$135.00
<b>Telephone Etiquette</b> Participant's Handbook (633788) Trainer's Guide (633789) <i>Pricing differential due to audio cassette component</i>	<b>Telephone Etiquette</b> (4814) (3 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$110.00</b> Non-member: \$150.00
<b>Writing Bank Correspondence</b> Participant's Handbook (633786) Trainer's Guide (633787)	<b>Writing Bank Correspondence</b> (1858) (6 hours)	<b>Member: \$35.00</b> Non-member: \$55.00	<b>Member: \$95.00</b> Non-member: \$135.00

Product Title/Catalog Numbers	
<b>ABA Wealth Advisory and Personal Trust Resource Series Set – 2<sup>nd</sup> Edition, 2007</b>	<b>Purchase the complete set and save!</b> <b>Catalog Number 3003709</b> \$595 Member \$815 Non-member
ABA Financial Planning Workbook	<b>Catalog Number 3003710</b> \$175 Member \$225 Non-member
ABA Investments Workbook	<b>Catalog Number 3003711</b> \$175 Member \$225 Non-member
ABA Tax Planning Workbook	<b>Catalog Number 3003712</b> \$175 Member \$225 Non-member
ABA Trust Administration and Estate Planning Workbook	<b>Catalog Number 3003713</b> \$175 Member \$225 Non-member
Quick Reference Guide to Banking Regulations	<b>Catalog Number 3003132</b> \$69 Member \$99 Non-member
Reference Guide to Regulatory Compliance – 2006, 16 <sup>th</sup> Edition	<b>Catalog Number 3003235</b> \$250 Member \$350 Non-member (Discounts available for multiple-copy purchases)

**The following courses will be available only in the online self-paced format(refer to dates of revisions):**

- **Bank Secrecy Act (1/07)**
- Consumer Credit Products (8/06)
- Credit Products for Small Businesses (8/06)
- Deposit Products & Services for Small Businesses (8/06)
- Equal Credit Opportunity – Regulation B
- Event-Based Selling (8/06)
- Fair Credit Reporting Act
- Fair Lending
- Fundamentals of Mortgage Lending (8/06)
- Fundamentals of Small Business Banking (8/06)
- Introduction to Analyzing Financial Statements (8/06)
- Introduction to Financial Planning Products (8/06)
- Meetings that Work (8/06)
- Overview of Financial Statements (8/06)
- Presentation Skills (8/06)
- Profiling Mortgage Prospects (8/06)
- Real Estate Settlement Procedures Act (8/06)
- Referring Insurance and Annuities Customers (8/06)
- Referring Mutual Funds and Securities Customers (8/06)
- Referring Trust Customers (8/06)
- Retirement Products for Small Businesses (8/06)
- Sales Coaching in the Bank (8/06)
- **Successful Sales Campaigns (1/07)**
- Tele-Consulting (8/06)
- Truth in Lending – Regulation Z
- Understanding Financial Planning (8/06)

**The following courses will be available only in the online instructor-led format:**

- Trust Operations

**The following courses are no longer available:**

- Alternative Delivery Systems
- Bank Card Business (8/06)
- Global Banking
- Identifying and Leveraging Target Markets
- Improving Productivity
- Payment Systems
- Profitable Accounts

**The following products are no longer available:**

- Compliance Audit Manual
- Glossary of Fiduciary Terms
- Weighing the Variables