



AMERICAN INSTITUTE OF BANKING
PRODUCT PRICE LIST

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PRODUCT PRICE LIST

Prices and Status updated as of SEPTEMBER, 2011

Product Title/Catalog Numbers	Course Title (Class Code)	Textbook Unit Price	IM Unit Price	Copyright	Next update
Analyzing Financial Statements – 7th Edition Textbook (3003848) Instructor’s Manual (3003849)	AIB Analyzing Financial Statements (6920)	Member: \$75.00 Non-member: \$110.00	Member: \$44.00 Non-member: \$66.00	2007	2011
College Accounting – 9th Edition <ul style="list-style-type: none"> • Student set (3004290) – includes textbook, Working Papers with Study Guide and “Your Guide to an A Passkey • Instructor set (3004291) – includes Instructor’s Resource Manual with Solutions print edition, Test Bank print edition and CD-ROM version of Test Bank 	AIB General Accounting (1002) NOTE: IM for this course must be ordered from Member Services. It cannot be downloaded. The ‘1 free IM for every 10 sold texts’ policy will apply.	Member: \$129.00 Non-Member: \$159.00	Member: \$50.00 Non-member: \$70.00	2008	9 th edition in place through 2011
Consumer Lending - 6th Edition Textbook (3005095) Instructor’s Manual (3005096)	AIB Consumer Lending (7008)	Member: \$79.00 Non-member: \$119.00	Member: \$55.00 Non-member: \$70.00	2009	2012 (TBD)
Economics: Fundamentals for Financial Service Providers – 4th Edition Textbook (3006012) Instructor’s Manual (3006013)	AIB Economics for Bankers (2310)	Member: \$80.00 Non-member: \$129.00	Member: \$49.00 Non-member: \$79.00	2010	
Law and Banking – 6th Edition Textbook (3004226) Instructor’s Manual (3004227)	AIB Law and Banking - Covers both Applications (3670) & Principles (3660)	Member: \$79.00 Non-member: \$119.00	Member: \$49.00 Non-member: \$69.00	2008	2011
Marketing Financial Services – 7th Edition Textbook (3005302) Instructor’s Manual (3005303)	AIB Marketing Financial Services (7740)	Member: \$75.00 Non-member: \$119.00	Member: \$50.00 Non-member: \$65.00	2009	2012 (TBD)
Money and Banking Textbook (3004224) Instructor’s Manual (3004225)	AIB Money and Banking (1350)	Member: \$79.00 Non-member: \$129.00	Member: \$50.00 Non-member: \$75.00	2008	TBD
Principles of Banking - 10th Edition Textbook (3005834) Instructor’s Manual on CD-ROM(3005835)	AIB Principles of Banking (1370)	Member: \$75.00 Non-member: \$110.00	Member: \$55.00 Non-member: \$70.00	2010	
Today’s Teller: Developing Basic Skills Textbook (3005861)	AIB Today’s Teller Developing Basic Skills (6832)	Member: \$59.00 Non-member: \$89.00	Member: \$54.00 Non-member: \$85.00	2010	No reprint after exhausted

eLearning/short course Products Product Title/Catalog Numbers	Course Title (Class Code)	Participant's Textbook Unit Price (member/non-member)	Instructor's Manual Unit Price (member/non-member)	Copyright Date
Business Etiquette – Print on Demand Participant's Handbook (3007289) Trainer's Guide (3007290)	Business Etiquette (2506) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006/2011
Coaching for Success – Print on Demand Participant's Handbook (3007291) Trainer's Guide (3007292)	Coaching for Success (6876) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006/2011
Corrective Action – Print on Demand Participant's Handbook (3007293) Trainer's Guide (3007294)	Corrective Action (4227) (3-4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2011
Cross-Selling Deposit Products – Print on Demand Participant's Handbook (3007339) Trainer's Guide (3007340)	Cross Selling Deposit Products (6268) (7 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006/2011
Dealing Effectively with Co-Workers – Print on Demand Participant's Handbook (3007295) Trainer's Guide (3007296)	Dealing Effectively With Co-Workers (2534) (8-9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2007/2011
Effective Referrals – Print on Demand Participant's Handbook (3007341) Trainer's Guide (3007342)	Effective Referrals (4506) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007/2011
Ethical Issues for Bankers – Print on Demand Participant's Handbook (3007343) Trainer's Guide (3007344)	Ethical Issues for Bankers (0162) (4-6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007/2011
Fundamentals of Small Business Banking – Print on Demand Participant's Handbook (3007345) Trainer's Guide (3007346)	Fundamentals of Small Business Banking (4282) (8 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2008/2011
Hiring the Best – Print on Demand Participant's Handbook (3007297) Trainer's Guide (3007298)	Hiring the Best (4116) (6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007/2011
Introduction to Relationship Selling – Print on Demand Participant's Handbook (3007347) Trainer's Guide (3007348)	Introduction to Relationship Selling (4504) (9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006/2011
Managing Change Participant's Handbook (3007349) Trainer's Guide (3007350)	Managing Change (6808) (3-4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2006/2011
Managing Employee Relations – Print on Demand Participant's Handbook (3007299) Trainer's Guide (3007300)	Managing Employee Relations (2504) (4-6 hours)	Member: \$36.75 Non-member: \$57.50	Member: \$95.00 Non-member: \$135.00	2011
Performance Management – Print on Demand Participant's Handbook (3007301) Trainer's Guide (3007302)	Performance Management (4226) (6-7 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006/2011

Revitalizing Customer Service – Print on Demand Participant’s Handbook (3007351) Trainer’s Guide (3007352)	Revitalizing Customer Service (6496) (8-9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2007/2011
Rewards and Recognition – Print on Demand Participant’s Handbook (3007303) Trainer’s Guide (3007304)	Rewards and Recognition (2502) (4-6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006/2011
Telephone Etiquette – Print on Demand Participant’s Handbook (3007353) Trainer’s Guide (3007354)	Telephone Etiquette (4814) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007/2011

NOTE: Many of the Instructor Manuals/Guides are available only in CD format.

Quick Reference Guide to Banking Regulations	Catalog Number 3005995 \$69 Member \$99 Non-member	Quantity Discount – 10 or more \$50 Member \$75 Non-member	2010
Reference Guide to Regulatory Compliance – 20 th Edition	Catalog Number 3006595 3-hole punched \$279 Member \$379 Non-member Catalog Number 3006015 CD-ROM \$199 Member \$269 Non-member	2011 (Discounts available for multiple-copy purchases)	
ABA Wealth Advisory and Personal Trust Series Set – 6th Edition		Purchase the complete set and save! Catalog Number 3006607 \$525 Member \$700 Non-member	
ABA Fiduciary and Trust Activities Workbook	Catalog Number 3006605 \$150 Member \$200 Non-member		2011
ABA Financial Planning Workbook	Catalog Number 3006603 \$150 Member \$200 Non-member		2011
ABA Investments Management Workbook	Catalog Number 3006606 \$150 Member \$200 Non-member		2011
ABA Tax Law and Tax Planning Workbook	Catalog Number 3006604 \$150 Member \$200 Non-member		2011