

TENNESSEE BANKERS ASSOCIATION – YOUR LOCAL ABA/AIB TRAINING PROVIDER

American Bankers Association - Professional Development Programs

PRODUCT PRICE LIST

Prices updated as of July 1, 2010 (NOTE COURSES & MATERIALS NO LONGER AVAILABLE LISTED ON LAST PAGES)

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)	Member: \$129.00 Non-Member: \$159.00	Member: \$50.00 Non-member: \$70.00	2008	Will keep the 9 th edition 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 - 9th Edition – <u>exiting soon</u> Textbook (3003682) Instructor's Manual on CD-ROM(3003683)	AIB Principles of Banking (1370)	Member: \$65.00 Non-member: \$99.00	Member: \$50.00 Non-member: \$65.00	2007	Will be exhausting inventory
Principles of Banking - 10th Edition Textbook (3005834) Instructor's Manual on CD-ROM(3005835)	AIB Principles of Banking (1370)	Member: \$75.00 Non-member: \$119.00	Member: \$55.00 Non-member: \$70.00	2010	New August 2010
Trust Basics: An Introduction to the Products and Services of the Trust Industry – 4th Edition Textbook (3006023) Instructor's Manual on CD-ROM Print-on-Demand (3006047)	AIB Trust Basics (8261)	Member: \$79.00 Non-member: \$119.00	Member: \$45.00 Non-member: \$65.00	2008	Changes due to divide course

Product Title/Catalog Numbers	Course Title (Class Code)	Participant's Textbook Unit Price <i>(member/non-member)</i>	Instructor's Manual Unit Price <i>(member/non-member)</i>	Copyright Date
Business Etiquette – Print on Demand Participant's Handbook (3003715) Trainer's Guide (3003716)	Business Etiquette (2506) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006
Coaching for Success – Print on Demand Participant's Handbook (3003780) Trainer's Guide (3003806)	Coaching for Success (6876) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006
Corrective Action – Print on Demand Participant's Handbook (3003821) Trainer's Guide (3003820)	Corrective Action (4227) (3-4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2006
Cross-Selling Deposit Products – Print on Demand Participant's Handbook (3003703) Trainer's Guide (3003704)	Cross Selling Deposit Products (6268) (7 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006
Dealing Effectively with Co-Workers – Print on Demand Participant's Handbook 3005032 Trainer's Guide 3005033	Dealing Effectively With Co-Workers (2534) (8-9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2007
Effective Referrals – Print on Demand Participant's Handbook (3003822) Trainer's Guide (3003823)	Effective Referrals (4506) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007
Ethical Issues for Bankers – Print on Demand Participant's Handbook (3003828) Trainer's Guide (3003829)	Ethical Issues for Bankers (0162) (4-6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007
Fundamentals of Small Business Banking – Print on Demand Participant's Handbook (3004619) Trainer's Guide (3004620)	Fundamentals of Small Business Banking (4282) (8 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2008
Hiring the Best – Print on Demand Participant's Handbook 3004214 Trainer's Guide 3004215	Hiring the Best (4116) (6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007
Introduction to Relationship Selling – Print on Demand Participant's Handbook (3003781) Trainer's Guide (3003808)	Introduction to Relationship Selling (4504) (9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006
Managing Change Participant's Handbook (3003826) Trainer's Guide (3003827)	Managing Change (6808) (3-4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2006
Managing Employee Relations – Print on Demand Participant's Handbook (3003832) Trainer's Guide (3003833)	Managing Employee Relations (2504) (4-6 hours)	Member: \$36.75 Non-member: \$57.50	Member: \$95.00 Non-member: \$135.00	2006
Performance Management – Print on Demand Participant's Handbook (3003824) Trainer's Guide (3003825)	Performance Management (4226) (6-7 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006
Revitalizing Customer Service – Print on Demand Participant's Handbook 3005034 Trainer's Guide 3005035	Revitalizing Customer Service (6496) (8-9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2007

Rewards and Recognition – Print on Demand Participant's Handbook (3003784) Trainer's Guide (3003810)	Rewards and Recognition (2502) (4-6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006
Telephone Etiquette – Print on Demand Participant's Handbook 3005030 Trainer's Guide 3005031	Telephone Etiquette (4814) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007

ADDITIONAL MATERIALS OFFERED:

Job Description Guidebook for Financial Institutions, 4 th Edition	Catalog Number 3004748 \$75 Member \$100 Non-member	2010		
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 3005830 3-hole punched – no binder \$279 Member \$379 Non-member Catalog Number 3006015 CD-ROM \$199 Member \$269 Non-member	2010 (Discounts available for multiple-copy purchases)		

ABA Wealth Advisory and Personal Trust Series Set – 5th Edition		Purchase the complete set and save! Catalog Number 3005624 \$525 Member \$700 Non-member	
ABA Fiduciary and Trust Activities Workbook	Catalog Number 3005625 \$150 Member \$200 Non-member		2010
ABA Financial Planning Workbook	Catalog Number 3005626 \$150 Member \$200 Non-member		2010
ABA Investments Management Workbook	Catalog Number 3005628 \$150 Member \$200 Non-member		2010
ABA Tax Law and Tax Planning Workbook	Catalog Number 3005627 \$150 Member \$200 Non-member		2010

NOTE:

AS OF 7/1/10 ABA NO LONGER OFFERS A DISCOUNT OR FREE MATERIALS FOR ORDERING 10 OR MORE COPIES!

COURSES AND COURSE MATERIALS THAT HAVE BEEN ELIMINATED:

Banking and Finance Terminology Book – no longer available

Commercial Lending – being eliminated from courses and materials

Financial Accounting – being eliminated from courses and materials – college accounting will be the default course

Introduction to Mortgage Lending – being eliminated from courses and materials

THE FOLLOWING COURSES WILL NO LONGER BE AVAILABLE IN PRINTED FORMAT:

Banking Today –course will be available only self paced

Today's Teller – available only as a self paced course

Understanding Bank Products – available only as a self paced course

Building and Regaining Customer Relationships – available only as a self paced course

Calling on Small Business Customers - available only as a self paced course

Credit Products for Small Businesses - available only as a self paced course

Fundamentals of Consumer Lending - available only as a self paced course

Fundamentals of Mortgage Lending - available only as a self paced course

Introduction to Analyzing Financial Statements - available only as a self paced course

Managing Time at Work - available only as a self paced course

Overview of Financial Statements - available only as a self paced course

Personal Tax Return Analysis - available only as a self paced course

Presentation Skills - available only as a self paced course

Relationship Selling to Small Business Customers - available only as a self paced course

Sales Coaching in the Bank - available only as a self paced course

Servicing and Growing Small Business Relationships - available only as a self paced course

Writing Bank Correspondence – available only as a self paced course