

Please note: All prices are subject to change without notice. Please call 1-800-964-5525 for latest prices.

**Tennessee Bankers Association
(LOCAL ABA TRAINING PROVIDER)
AIB 2008 PRODUCT PRICE LIST**

Prices on this list updated as Of January 11, 2008

CONTRACT:
Debbie Brickles
Tennessee Bankers Association
800/964-5525 or 615/244-4871
For information on how you can use these materials for training your employees!

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
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
Banking and Finance Terminology Book (3002799)	N/A	Member: 1-24: \$46 25+: \$38	Non-Member: 1-24: \$64 25+: \$56	N/A	2005
Banking Today Textbook (3003685) Leader's Guide (3003686)	AIB Banking Today (1325)	Member: \$49.00 Non-member: \$79.00		Member: \$34.00 Non-member: \$55.00	2007
College Accounting – 9th Edition • 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: \$99.00 Non-Member \$129.00		Member: \$50.00 Non-member: \$70.00	2008
Commercial Lending - 6th Edition Textbook (3003846) Instructor's Manual (3003847)	AIB Commercial Lending (6350)	Member: \$90.00 Non-member: \$125.00		Member: \$55.00 Non-member: \$70.00	2007
Consumer Lending - 5th Edition Textbook (3003268) Instructor's Manual (3003269)	AIB Consumer Lending (7008)	Member: \$75.00 Non-member: \$105.00		Member: \$45.00 Non-member: \$65.00	2006
Economics: Fundamentals for Financial Service Providers – 3rd Edition Textbook (3003289) Instructor's Manual (3003613)	AIB Economics for Bankers (2310)	Member: \$79.00 Non-member: \$109.00		Member: \$45.00 Non-member: \$65.00	2006

Please note: All prices are subject to change without notice. Please call 1-800-964-5525 for latest prices.

**Tennessee Bankers Association
(LOCAL ABA TRAINING PROVIDER)
AIB 2008 PRODUCT PRICE LIST**

Prices on this list updated as Of January 11, 2008

CONTRACT:
Debbie Brickles
Tennessee Bankers Association
800/964-5525 or 615/244-4871
For information on how you can use these materials for training your employees!

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
Financial Accounting – 9th Edition <ul style="list-style-type: none"> • Textbook (3003307) • Textbook & Working Papers (3003306) • Study Guide (3003308) • Instructor's Resource Manual & Solutions (3003309) • Instructor CD-ROM (catalog 3003310) (includes Instructor Resource Manual, PowerPoint and more) • Teaching & Solutions Transparencies (3003311) 	AIB Financial Accounting (1000)	Member: \$95.00 Non-member: \$125.00 Member: \$110.00 Non-member: \$145.00 Member: \$32.00 Non-member: \$45.00	Member: \$50.00 Non-member: \$75.00 Member: \$30.00 Non-member: \$50.00	2006
Intro to Mortgage Lending – 2nd Edition Textbook (3003284) Instructor's Manual (3003285)	AIB Introduction to Mortgage Lending (7820)	Member: \$69.00 Non-member: \$95.00	Member: \$50.00 Non-member: \$65.00	2006
Law and Banking – 5th Edition Textbook (3002798) Instructor's Manual (3002874)	AIB Law and Banking - Covers both Applications (3670) & Principles (3660)	Member: \$69.00 Non-member: \$109.00	Member: \$49.00 Non-member: \$69.00	2005
Marketing Financial Services – 6th Edition Textbook (3003101) Instructor's Manual (3003102)	AIB Marketing Financial Services (7740)	Member: \$65.00 Non-member: \$99.00	Member: \$35.00 Non-member: \$55.00	2005
Money and Banking Textbook (3001560) Instructor's Manual (3001561)	AIB Money and Banking (1350)	Member: \$75.00 Non-member: \$110.00	Member: \$50.00 Non-member: \$75.00	2003
Principles of Banking - 9th Edition 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
Supervision: Concepts & Skill Building – 4th Edition Textbook (3001468) Instructor's Package (IM & Testbank) (3001469)	AIB Supervision (4310)	Member: \$75.00 Non-member: \$99.00	Member: \$40.00 Non-member: \$60.00	2003
Today's Teller: Developing Basic Skills Textbook (3004168) Leader's Guide (3004169)	AIB Today's Teller: Developing Basic Skills (6832)	Member: \$54.00 Non-member: \$85.00	Member: \$54.00 Non-member: \$85.00	2008
Trust Basics: An Introduction to the Products and Services of the Trust Industry - 3rd Edition Textbook (3003282) Instructor's Manual (3003612)	AIB Trust Basics (8261)	Member: \$69.00 Non-member: \$99.00	Member: \$40.00 Non-member: \$60.00	2006
Understanding Bank Products – 1st Edition Textbook (3003133) Leader's Guide (3003134)	Understanding Bank Products (6954)	Member: \$45.00 Non-member \$70.00	Member: \$45.00 Non-member \$70.00	2005

Building and Retaining Customer Relationships Participant's Handbook (633214) Trainer's Guide (633215)	Building and Retaining Customer Relationships (6494) (4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	1999
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
Calling on Small Business Customers – Print on Demand Participant's Handbook (3003779) Trainer's Guide (3003807)	Calling on Small Business Customers (4288) (3-4 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 Participant's Handbook (3003600) Trainer's Guide (3003601)	Corrective Action (4227) (3-4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2006
Credit Products for Small Businesses– Print on Demand Participant's Handbook (3004280) Trainer's Guide (3004281)	Credit Products for Small Businesses (6652) (7 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2007
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 3004219 Trainer's Guide 3004220	Dealing Effectively With Co-Workers (2534)	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	2005
Fundamentals of Consumer Lending – Print on Demand Participant's Handbook (3003830) Trainer's Guide (3003831)	Fundamentals of Consumer Lending (7018) (5-6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006
Hiring the Best – Print on Demand Participant's Handbook 3004214 Trainer's Guide 3004215	Hiring the Best (4116)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007
Introduction to Analyzing Financial Statements– Print on Demand Participant's Handbook (3004276) Trainer's Guide (3004277)	Introduction to Analyzing Financial Statements (6952) (XX hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	Will be available in 2008

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 (3003602) Trainer's Guide (3003603)	Managing Change (6808) (3-4 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2006
Managing Employee Relations Participant's Handbook (3003604) Trainer's Guide (3003605)	Managing Employee Relations (2504) (4-6 hours)	Member: \$35.00 Non-member: \$55.00	Member: \$95.00 Non-member: \$135.00	2006
Managing Time at Work – Print on Demand Participant's Handbook (3003872) Trainer's Guide (3003873)	Managing Time at Work (4342) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2002
Overview of Financial Statements – Print on Demand Participant's Handbook (3004278) Trainer's Guide (3004279)	Overview of Financial Statements (6951) (6 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007
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
Personal Tax Return Analysis – Print on Demand Participant's Handbook (3003782) Trainer's Guide (3003812)	Personal Tax Return Analysis (8008) (9 hours)	Member: \$47.25 Non-member: \$73.50	Member: \$95.00 Non-member: \$135.00	2006
Relationship Selling to Small Business Customers – Print on Demand Participant's Handbook (3003783) Trainer's Guide (3003809)	Relationship Selling to Small Business Customers (7762) (8-9 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 3004221 Trainer's Guide 3004222	Revitalizing Customer Service (6496)	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
Servicing and Growing Small Business Relationships – Print on Demand Participant's Handbook (3003785) Trainer's Guide (3003811)	Servicing and Growing Small Business Relationships (4284) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2006
Telephone Etiquette – Print on Demand Participant's Handbook 3004217 Trainer's Guide 3004218	Telephone Etiquette (4814)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007
Writing Bank Correspondence – Print on Demand Participant's Handbook 3004186 Trainer's Guide 3004109	Writing Bank Correspondence (1858)	Member: \$36.75 Non-member: \$57.75	Member: \$95.00 Non-member: \$135.00	2007

Product Title/Catalog Numbers		
ABA Wealth Advisory and Personal Trust Resource Series Set – 2nd Edition		Purchase the complete set and save! Catalog Number 3003709 \$595 Member \$815 Non-member
Quick Reference Guide to Banking Regulations	Catalog Number 3003132 \$69 Member \$99 Non-member	2005
Reference Guide to Regulatory Compliance – 17 th Edition	Catalog Number 3003684 \$299 Member \$379 Non-member (Discounts available for multiple-copy purchases)	2007
ABA Financial Planning Workbook	Catalog Number 3003710 \$175 Member \$225 Non-member	2007
ABA Investments Workbook	Catalog Number 3003711 \$175 Member \$225 Non-member	2007
ABA Tax Planning Workbook	Catalog Number 3003712 \$175 Member \$225 Non-member	2007
ABA Trust Administration and Estate Planning Workbook	Catalog Number 3003713 \$175 Member \$225 Non-member	2007