

American Bankers Association - Professional Development Group
AIB PRODUCT PRICE LIST

Prices on this list updated as of January 2010

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	TBD
Banking and Finance Terminology Book (3002799)	N/A	Member: 1-24: \$46 25+: \$38	Non-Member: 1-24: \$64 25+: \$56	N/A	2005	NONE
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	MARCH 2010
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: \$129.00 Non-Member \$159.00 Updated Jan 8, 2009		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	TBD
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	
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	JULY 2010
Financial Accounting – 9th Edition • 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) No correspondence materials for this course NOTE: IM for this course must be ordered from Member Services. It cannot be downloaded	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	2007	

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Product Title/Catalog Numbers	Course Title (Class Code)	Textbook Unit Price	IM Unit Price	Copyright	Next Update
Intro to Mortgage Lending – 3rd Edition Textbook (3005650) Instructor's Manual Print-on-Demand CD-ROM (3005651)	AIB Introduction to Mortgage Lending (7820)	Member: \$75.00 Non-member: \$105.00	Member:\$55.00 Non-member: \$70.00	2009	
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	
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	
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	
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	JULY 2010
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	JANUARY 2010
Today's Teller: Developing Basic Skills Textbook (3005861) Leader's Guide on CD ROM (3005862)	AIB Today's Teller: Developing Basic Skills (6832)	Member: \$54.00 Non-member: \$85.00	Member:\$54.00 Non-member: \$85.00	2010	
Trust Basics: An Introduction to the Products and Services of the Trust Industry – 4th Edition Textbook (3004301) Instructor's Manual on CD-ROM (3004302)	AIB Trust Basics (8261)	Member: \$79.00 Non-member: \$119.00	Member:\$45.00 Non-member: \$65.00	2008	
Understanding Bank Products – 2nd Edition Textbook (3004895) Leader's Guide (3004896)	Understanding Bank Products (6954)	Member: \$54.00 Non-member \$85.00	Member: \$54.00 Non-member \$85.00	2008	

Product Title/Catalog Numbers	Course Title (Class Code)	Participant's Textbook Unit Price	Instructor's Manual Unit Price	Copyright	Next Update
Building and Retaining Customer Relationships – Print on Demand Participant's Handbook (3004625) Trainer's Guide (3004626)	Building and Retaining Customer Relationships (6494) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member ;\$95.00 Non-member: \$135.00	2008	
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	TBD
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	TBD
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 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	TBD
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	TBD
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 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	TBD
Fundamentals of Mortgage Lending – Print on Demand Participant's Handbook (3004623) Trainer's Guide (3004624)	Fundamentals of Mortgage Lending (7836) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member:\$95.00 Non-member: \$135.00	2008	TBD

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	TBD
Introduction to Analyzing Financial Statements– Print on Demand Participant's Handbook (3004621) Trainer's Guide (3004622)	Introduction to Analyzing Financial Statements (6952) (4 hours)	Member: \$47.25 Non-member: \$73.50	Member:\$95.00 Non-member: \$135.00	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 (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	TBD
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	TBD
Managing Time at Work – Print on Demand Participant's Handbook (3005540) Trainer's Guide (3005541)	Managing Time at Work (4342) (3-4 hours)	Member: \$36.75 Non-member: \$57.75	Member:\$95.00 Non-member: \$135.00	2009	TBD
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	TBD
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	TBD
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	TBD
Presentation Skills– Print on Demand Participant's Handbook (3004658) Trainer's Guide (3004659)	Presentation Skills (5415) (8 hours)	Member: \$47.25 Non-member: \$73.50	Member:\$95.00 Non-member: \$135.00	2008	TBD
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 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	TBD

Sales Coaching in the Bank – Print on Demand Participant's Handbook (3004635) Trainer's Guide (3004636)	Sales Coaching in the Bank (4510) (4 hours)	Member: \$36.75 Non-member: \$57.75	Member:\$95.00 Non-member: \$135.00	2008	
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 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	TBD
Writing Bank Correspondence – Print on Demand Participant's Handbook 3004186 Trainer's Guide 3004109	Writing Bank Correspondence (1858) (6 hours)	Member: \$36.75 Non-member: \$57.75	Member:\$95.00 Non-member: \$135.00	2007	TBD

ABA Wealth Advisory and Personal Trust Series Set – 4th Edition		Purchase the complete set and save! Catalog Number 3005624 \$525 Member \$700 Non-member	Updated Jan 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 ON HOLD PENDING LEGISLATION
ABA Fiduciary and Trust Activities Workbook	Catalog Number 3005625 \$150 Member \$200 Non-member		2010

Accounting Guide for Community Banks	Catalog Number 3004308 \$395 Member \$595 Non-member	2006 Added April 2008	
Bank Marketing Survey: Findings You Can Put to Work	Catalog Number 3004649 \$25 Member \$50 Non-member	2005 Added April 2008	
Job Description Guidebook for Financial Institutions, 4 th Edition	Catalog Number 3004748 \$75 Member \$100 Non-member	Available February-March 2010	
Quick Reference Guide to Banking Regulations	Catalog Number 3004899 \$69 Member \$99 Non-member	Quantity Discount – 10 or more \$50 Member \$75 Non-member	2008
Reference Guide to Regulatory Compliance – 19 th Edition	Catalog Number 3005093 3-hole punched \$269 Member \$359 Non-member Catalog Number 3005634 CD-ROM \$199 Member \$269 Non-member	2009 (Discounts available for multiple-copy purchases) NEW CD-ROM FORMAT AVAILABLE	

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