



American
Alpine Institute

The Spirit of Alpinism

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Pro Deal Program Fine Print

For Popular AAI Programs

Alpinism 1, Alpinism 2, Glacier Skills & Crevasse Rescue, Mt. Baker Skills & Climb, and Alpine Mountaineering and Technical Leadership Part 1: Industry professionals are eligible for a 40% discount off of these courses. Minimum of two course participants, maximum of one pro deal spot per course. Cannot be the sixth person on a course.

Alpine Mountaineering and Technical Leadership Part 2: Industry professionals are eligible for a 30% discount off of this course. Minimum of two course participants, maximum of one pro deal spot per course. Pro deal applicants must not be the third or fifth person on this course.

Outdoor Rock Intensive Introduction & Learn to Lead: Traditional Rock Leadership: Industry professionals are eligible for a 40% discount off of these courses. Minimum of two course participants, maximum of one pro deal spot per course.

Introduction to Waterfall Ice Climbing: Industry professionals are eligible for a 40% discount off of this course. Minimum of two course participants, maximum of one pro deal spot per course

Denali Prep: Industry professionals are eligible for a 25% discount off of this course. Minimum of three course participants, maximum one pro deal spot per course. Cannot be fourth person on a course.

Introduction to Backcountry Skiing or Splitboarding: Industry professionals are eligible for a 25% discount off of this course. Minimum of two course participants, maximum of one pro deal spot per course.

Outdoor Educator and Guide Training Courses: No discount is available for these courses, since most courses are filled by people working in the outdoor industry.

Minimum course participant numbers include the pro-deal applicant. For example, a course with a minimum of two participants means there needs to be one full paying individual, and at least one other individual (pro deal or not).