



Schools *2019* of Banking

Your Foundation for Success

DID YOU KNOW?

99% of our students indicate they recommend our Schools?

Our goal is to provide high-quality, affordable, financial institution education.
We hope we can help you with your financial institution's educational needs in 2019!

GETTING STARTED

For registration, fee options listed are for single/double (upon availability)/and no housing. **Non-members of their State Banking and/or Trust Association pay an additional administrative fee equal to 50% of the no housing fee.** Registration includes:

- Curriculum and materials.
- All scheduled meal functions. (Dinner is generally not provided.)
- If applicable, two nights lodging for three-day Schools and four nights lodging for five-day Schools

2019

SCHOOLS SCHEDULE

School of Lending Principles

March 4 – 8

Bluemont Hotel – Manhattan, KS
\$1,550/\$1,450/\$1,350

Agricultural Lending School

July 22 – 26

Bluemont Hotel – Manhattan, KS
\$1,750/\$1,650/\$1,550

Advanced School of Banking, Year 1

October 7 – 11

Ramada Midtown – Grand Island, NE
\$1,750/\$1,650/\$1,550

School of Banking Fundamentals

April 8 – 12

Ramada Midtown – Grand Island, NE
\$1,550/\$1,450/\$1,350

School of Trust & Financial Services

August 19 – 23

Holiday Inn Southwest – Omaha, NE
\$1,550/\$1,450/\$1,350

Principles of Commercial Lending School

October 21 – 25

Ramada Midtown – Grand Island, NE
\$1,750/\$1,650/\$1,550

Advanced Agricultural Lending School

Open to Agricultural Lending School
graduates only.

May 14 – 16

Ramada Midtown – Grand Island, NE
\$995/\$950/\$900

Advanced Trust School

August 20 – 22

Holiday Inn Southwest – Omaha, NE
\$995/\$950/\$900

Commercial Lending School

October 21 – 25

Ramada Midtown – Grand Island, NE
\$1,750/\$1,650/\$1,550

Relationship & Business Development School

June 25 – 27

NBA Boardroom – Lincoln, NE
\$995/\$950/\$900

Bank Compliance School

September 16 – 20

Bluemont Hotel – Manhattan, KS
\$1,750/\$1,650/\$1,550

Compliance Update School

Two one-day sessions offered.
Open to Bank Compliance School
graduates only.

October 22 – Lincoln, NE
October 23 – Manhattan, KS
\$350 – Housing not included in fee.

**Schools will open for
online registration
on or before January 1, 2019!**



Sponsored by the Kansas and Nebraska Bankers Associations,
in partnership with various other State Banking Associations.



GENERAL BANKING SCHOOLS

SCHOOL OF BANKING FUNDAMENTALS

Objectives

- Increase specialized and entry-level employees' understanding of bank terminology, functions and relationships
- Topics include: accounting, sales, lending, operations, asset/liability management, investments, compliance, and technology

Who should attend?

- New bank employees
- Employees with specialized banking experience
- New/promoted supervisors
- Management trainees

Admission Requirements

- Minimum six months banking experience

ADVANCED SCHOOL OF BANKING

Objectives

- An overview of bank functions from a management perspective while developing leadership skills
- Topics include: ALM, investments, financial analysis, lending, economics, and deposit strategies
- Year 2 computer simulation and interim assignments provide practical application of learning

Who should attend?

- Junior and mid-level managers responsible for the supervision of personnel and/or bank functions
- This School requires a two-week commitment:
Year 1: October 7–11, 2019 Year 2: June 1–5, 2020

Admission Requirements

- Two years experience with a college degree, OR
- Five years experience without a degree
- Courses in accounting, banking principles and economics
- Completion of the *School of Banking Fundamentals* is recommended

RELATIONSHIP & BUSINESS DEVELOPMENT SCHOOL

Objective

- Provide bankers with information, skills, and best practices to build a relationship culture that starts with employee engagement and leads to outstanding customer experiences

Who should attend?

- Anyone actively involved with attracting and retaining customers, or the leadership of relationship managers

Admission Requirements

- Minimum one year banking experience or relevant relationship and business development experience

COMPLIANCE AND OPERATIONS SCHOOLS

BANK COMPLIANCE SCHOOL

Objectives

- Provide comprehensive coverage of all regulations covered during on-site compliance examinations by federal regulatory agencies
- Materials regarding Kansas and Nebraska state laws with regard to compliance will be provided

Who should attend?

- Bankers responsible for monitoring/managing compliance
- Compliance support personnel
- Staff attorneys
- Audit personnel

Admission Requirements

- Minimum of two years banking experience and basic compliance responsibilities
- A knowledge of banking terms and practices is assumed

OPERATIONS SCHOOL

Objectives

- Designed to provide students with an understanding of the relevant components of bank operations
- Attendees study the bank's statement of condition, item processing, compliance, internal controls and practices, security and disaster recovery, operational training and supervision and the payments system

Who should attend?

- Operations personnel
- Operations officers
- Branch managers
- Cashiers and assistant cashiers
- Bookkeeping supervisors
- Teller supervisors and head tellers

Admission Requirements

- Minimum of one year banking experience
- *Principles of Banking* course or relevant operations experience
- Held in even-numbered years only (2020, 2022, etc.)

LENDING SCHOOLS

SCHOOL OF LENDING PRINCIPLES

Objectives

- Designed to provide introduction to credit and financial principles
- Focuses on lending as a process
- Emphasis on documentation, financial statement preparation and analysis, and decision making

Who should attend?

- Lenders with specialized lending experience
- Lenders with less than two years lending experience
- Loan support personnel and personal bankers

Admission Requirements

- Minimum six months lending experience recommended for loan officers
- Minimum one year banking experience recommended for loan support personnel

AGRICULTURAL LENDING SCHOOL

Objectives

- Designed to focus on ag lending skill development with emphasis on credit analysis
- Lead instructor Dr. David Kohl demonstrates implementation of the Farm Financial Standards through case studies and computer applications

Who should attend?

- Junior to mid-level ag lenders and ag lending managers with a knowledge of financial statements and ratio calculations

Admission Requirements

- One year experience in ag lending or credit analysis
- Accounting, financial statement and lending courses
- Completion of the *School of Lending Principles*

COMMERCIAL LENDING SCHOOLS (two options)

Objectives

- *Principles School* is designed for new commercial lenders and teaches foundational principles of commercial lending
- *Commercial School* is designed for lenders with a developed knowledge of GAAP and the ability to calculate and interpret common ratios

Who should attend?

- *Principles* is for new commercial lenders. Upon graduation, they will be eligible to return and complete an intermediate three-day or four-day school
- *Commercial* is for experienced commercial lenders

Admission Requirements

- *Principles*: basic accounting and six months experience
- *Commercial*: at least two years commercial lending or credit analysis, accounting courses; and/or the *School of Lending Principles*

TRUST SCHOOLS

SCHOOL OF TRUST & FINANCIAL SERVICES

Objectives

- Designed to increase employees' understanding of the major functional areas of the trust department and their interrelationships
- Topics include: trust administration, investments, estate planning, fiduciary income taxes, retirement planning, compliance, probate & conservatorships, and operations

Who should attend?

- New or specialized trust employees
- Bank attorneys and bank officers entering the trust department
- Bankers wishing to update or increase their specific trust knowledge

Admission Requirements

- Six months of trust department experience

ADVANCED TRUST SCHOOL

Objectives

- Designed to provide up-to-date concentrated instruction on both operations and administration topics
- Topics include: advanced account administration, principal and income accounting, policies/procedures for opening/closing trust accounts, unique assets management, compliance and ethics, trades, settlements and clearing, receipts and disbursements, investments, relationship management, estate planning techniques and trust department management.

Who should attend?

- *School of Trust and Financial Services* graduates
- Trust administration or operations professionals with a minimum of four years progressive trust experience

Admission Requirements

- Completion of the *School of Trust and Financial Services* or four years of progressive trust operations or administration experience

Both Trust Schools are offered in odd-numbered years only (2019, 2021, etc.)



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WEB: www.schoolsofbanking.com

NONPROFIT
ORGANIZATION
U.S. POSTAGE
PAID
LINCOLN, NE
PERMIT NO. 40

REQUEST FOR SCHOOL INFORMATION

Name _____

Bank/Company _____

City/State _____

E-mail Address _____

**Please e-mail me information about the School(s) I have checked below.
Schools will open for online registration on or before January 1, 2019!**

SCHOOL	SCHOOL DATE - LOCATION	SINGLE	DOUBLE*	NO HOUSING
<input type="checkbox"/> School of Lending Principles	March 4–8– Manhattan, KS	<input type="checkbox"/> \$1,550	<input type="checkbox"/> \$1,450	<input type="checkbox"/> \$1,350
<input type="checkbox"/> School of Banking Fundamentals	April 8–12– Grand Island, NE	<input type="checkbox"/> \$1,550	<input type="checkbox"/> \$1,450	<input type="checkbox"/> \$1,350
<input type="checkbox"/> Relationship/Business Development School	June 25–27– Lincoln, NE	<input type="checkbox"/> \$ 995	<input type="checkbox"/> \$ 950	<input type="checkbox"/> \$ 900
<input type="checkbox"/> Agricultural Lending School	July 22–26– Manhattan, KS	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550
<input type="checkbox"/> School of Trust & Financial Services	August 19–23– Omaha, NE	<input type="checkbox"/> \$1,550	<input type="checkbox"/> \$1,450	<input type="checkbox"/> \$1,350
<input type="checkbox"/> Advanced Trust School	August 20–22– Omaha, NE	<input type="checkbox"/> \$ 995	<input type="checkbox"/> \$ 950	<input type="checkbox"/> \$ 900
<input type="checkbox"/> Bank Compliance School	Sept. 16–20– Manhattan, KS	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550
<input type="checkbox"/> Advanced School of Banking -Year 1	October 7–11– Grand Island, NE	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550
<input type="checkbox"/> Principles of Commercial Lending	October 21–25– Grand Island, NE	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550
<input type="checkbox"/> Commercial Lending School	October 21–25– Grand Island, NE	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550

*if available

Course schedules and brochures are available as printable Adobe Acrobat PDF documents on our website approximately three months prior to each School. Nonmembers of their State Banking Association pay an additional administrative fee equal to 50% of the no housing fee.

E-MAIL, FAX OR MAIL THIS COMPLETED FORM TO:

Schools of Banking, P.O. Box 80008, Lincoln, NE 68501-0008

Phone: 402-474-1555 ■ Fax: 402-474-2148 ■ E-Mail: schools@nebankers.org ■ Web: www.schoolsofbanking.com

This institution does not discriminate with regard to race, creed, color, sex, age, religion or national origin.