



Schools 2020 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 2020!

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

2020

SCHOOLS SCHEDULE

School of Lending Principles
March 2–6
Ramada Midtown—Grand Island, NE
\$1,650/\$1,550/\$1,450

School of Banking Fundamentals
March 30–April 3
Bluemont Hotel—Manhattan, KS
\$1,650/\$1,550/\$1,450

Operations School
May 12–14
Bluemont Hotel—Manhattan, KS
\$1,050/\$1,000/\$950

**Relationship & Business
Development School**
June 23–25
Bluemont Hotel—Manhattan, KS
\$1,050/\$1,000/\$950

Agricultural Lending School
July 13–17
Ramada Midtown—Grand Island, NE
\$1,850/\$1,750/\$1,650

Bank Compliance School
September 21–25
Ramada Midtown—Grand Island, NE
\$1,850/\$1,750/\$1,650

Advanced School of Banking, Year 1
October 5–9
Bluemont Hotel—Manhattan, KS
\$1,850/\$1,750/\$1,650

**Schools will open for
online registration
on or before
January 1, 2020!**

**Principles of Commercial
Lending School**
October 19–23
Bluemont Hotel—Manhattan, KS
\$1,850/\$1,750/\$1,650

Commercial Lending School
October 19–23
Bluemont Hotel—Manhattan, KS
\$1,850/\$1,750/\$1,650

Compliance Update School
Two one-day sessions offered.
Open to Bank Compliance School
graduates only.
Dates TBA
\$375—Housing not included in fee.



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 5–9, 2020 Year 2: June 7–11, 2021

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



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WEB: www.schoolsofbanking.com

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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 when available.

Schools will open for online registration on or before January 1, 2020!

SCHOOL	SCHOOL DATE - LOCATION	SINGLE	DOUBLE*	NO HOUSING
<input type="checkbox"/> School of Lending Principles	March 2–6– Grand Island, NE	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550	<input type="checkbox"/> \$1,450
<input type="checkbox"/> School of Banking Fundamentals	March 30–April 3– Manhattan, KS	<input type="checkbox"/> \$1,650	<input type="checkbox"/> \$1,550	<input type="checkbox"/> \$1,450
<input type="checkbox"/> Operations School	May 12–14– Manhattan, KS	<input type="checkbox"/> \$1,050	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$ 950
<input type="checkbox"/> Relationship/Business Development School	June 23–25– Manhattan, KS	<input type="checkbox"/> \$1,050	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$ 950
<input type="checkbox"/> Agricultural Lending School	July 13–17– Grand Island, NE	<input type="checkbox"/> \$1,850	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650
<input type="checkbox"/> Bank Compliance School	Sept. 21–25– Grand Island, NE	<input type="checkbox"/> \$1,850	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650
<input type="checkbox"/> Advanced School of Banking -Year 1	October 5–9– Manhattan, KS	<input type="checkbox"/> \$1,850	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650
<input type="checkbox"/> Principles of Commercial Lending	October 19–23– Manhattan, KS	<input type="checkbox"/> \$1,850	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650
<input type="checkbox"/> Commercial Lending School	October 19–23– Manhattan, KS	<input type="checkbox"/> \$1,850	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,650

*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.