

RELATIONSHIP & BUSINESS DEVELOPMENT SCHOOL
June 22-24, 2021 ~ Nebraska Bankers Association ~ Lincoln, Nebraska

TUESDAY June 22	WEDNESDAY June 23	THURSDAY June 24
8:00-8:30 am Registration	7:30-8:00 am Continental Breakfast	7:30-8:00 am Continental Breakfast
<p style="text-align: center;">8:30 am-9:00 am Welcome & Orientation</p> <p style="text-align: center;"><u>Topics Covered Today</u></p> <ul style="list-style-type: none"> • Our Competitive Landscape and Personal Experiences • Our Customer Experiences & Our Culture • Ourselves & Our Team 	<p style="text-align: center;">8:00 am Class Starts</p> <p style="text-align: center;"><u>Topics Covered Today</u></p> <ul style="list-style-type: none"> • Our Customers and Prospects • Our Approach • Our Execution • Use of Digital & Social Media 	<p style="text-align: center;">8:00 am Class Starts</p> <p style="text-align: center;"><u>Topics Covered Today</u></p> <ul style="list-style-type: none"> • Our Goals & Reward/ Recognition Strategies • Best Practices Roundtable Discussions • Case Study Presentations • Assessing Your Bank's Needs and Establishing Goals
<p><u>Break & Meal Schedule</u> 10:00-10:15 am Break 12:00-1:00 pm Lunch 3:00-3:15 pm Break 5:15 pm Dismissal</p>	<p><u>Break & Meal Schedule</u> 10:00-10:15 am Break 12:00-1:00 pm Lunch 3:00-3:15 pm Break 5:15 pm Dismissal</p>	<p><u>Break & Meal Schedule</u> 10:00-10:15 am Break 12:00-1:00 pm Lunch 3:00-3:15 pm Break 4:00 pm Adjournment</p>
FREE EVENING	FREE EVENING	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)