



Schools *2021* of Banking

Your Foundation for Success

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 2021!

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

2021

SCHOOLS SCHEDULE

School of Banking Fundamentals

April 26 – 30

Bluemont Hotel – Manhattan, KS
\$1,650/\$1,550/\$1,450

Advanced Agricultural Lending School

Open to Agricultural Lending
School graduates only.

May 11 – 13

Bluemont Hotel – Manhattan, KS
\$1,050/\$1,000/\$950

Operations School

June 8 – 10

Bluemont Hotel – Manhattan, KS
\$1,050/\$1,000/\$950

School of Lending Principles

June 21 - 25

Bluemont Hotel – Manhattan, KS
\$1,650/\$1,550/\$1,450

Relationship & Business Development School

June 22 – 24

NBA Office – Lincoln, NE
\$1,050/\$1,000/\$950

Agricultural Lending School

July 12 – 16

Bluemont Hotel – Manhattan, KS
\$1,850/\$1,750/\$1,650

School of Trust & Financial Services

August 23 – 27

Bluemont Hotel – Manhattan, KS
\$1,650/\$1,550/\$1,450

Advanced Trust School

August 24 – 26

Bluemont Hotel – Manhattan, KS
\$1,050/\$1,000/\$950

Bank Compliance School

September 13 – 17

Bluemont Hotel – Manhattan, KS
\$1,850/\$1,750/\$1,650

Advanced School of Banking, Year 1

October 4 – 8

Ramada Midtown – Grand Island, NE
\$1,850/\$1,750/\$1,650

Compliance Update School

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

October 20 – Manhattan, KS

October 21 – Lincoln, NE
\$375 – Housing not included in fee.

Principles of Commercial Lending School and Commercial Lending School

Both held October 25 – 29

Bluemont Hotel – Manhattan, KS
\$1,850/\$1,750/\$1,650

Online registration will open
on or before January 1, 2021!



Schools of Banking programs are sponsored by the Kansas and Nebraska Bankers Associations, in partnership with various other State Banking Associations.

NBA

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 4–8, 2021 Year 2: June 6–10, 2022

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

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* is recommended

COMMERCIAL LENDING SCHOOLS (two options)

Objectives

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

Who should attend?

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

Admission Requirements

- *Principles of Commercial Lending School*: basic accounting and six months experience
- *Commercial Lending School*: 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



PO Box 80008
Lincoln, Nebraska 68501-0008

PHONE: (402) 474-1555
FAX: 402.474.2148
EMAIL: schools@nebankers.org
WEB: www.schoolsofbanking.com

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WHY SCHOOLS OF BANKING?

I have never had an experience at any of the Schools of Banking that was less than outstanding. They offer a curriculum that focuses on what your experience level is, and the subject matter is relevant to what is going on in the industry today. I've had the opportunity to attend four schools, serve as a committee member, and am now a faculty member. My experiences there have been a huge part of my career development. I think the Schools of Banking has something to offer for anyone in the banking industry.

Joe Carey, Chief Credit Officer
Community First Bank, Maywood, Nebraska

As a graduate of three different schools, and as a committee member, I have had some connection to the Schools of Banking almost my entire banking career. I transitioned to banking without any formal finance or business education. Looking back, I realize what a positive impact the Schools staff, faculty, and curriculum has had on my development as a banker. Now, because of my committee involvement, I understand the positive impact on students isn't an accident. The staff and faculty of the Schools of Banking work diligently to exceed the expectations of nominating officers and provide a superior student experience.

Zac Hoppes, Senior Vice President
Farmers State Bank, McPherson, Kansas

QUESTIONS? CONTACT THE SCHOOLS OF BANKING AT:

Phone: 402-474-1555 ■ Email: schools@nebankers.org ■ Web: www.schoolsofbanking.com

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