

RELATIONSHIP & BUSINESS DEVELOPMENT SCHOOL
June 28-30, 2022 ~ Bluemont Hotel ~ Manhattan, Kansas

TUESDAY June 28	WEDNESDAY June 29	THURSDAY June 30
8:00-8:30 am Registration	7:00-8:00 am Breakfast	7:00-8:00 am Breakfast
<p align="center">8:30 am-9:00 am Welcome & Orientation</p> <p 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 align="center">8:00 am Class Starts</p> <p 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 align="center">8:00 am Class Starts</p> <p 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 align="center"><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 align="center"><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 align="center"><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.)