

**RELATIONSHIP & BUSINESS DEVELOPMENT SCHOOL**  
**May 9-11, 2023 ~ NBA Board Room ~ Lincoln, Nebraska**

<b>TUESDAY May 9</b>	<b>WEDNESDAY May 10</b>	<b>THURSDAY May 11</b>
<b>8:00-8:30 am Registration</b>	<b>7:00-8:00 am Breakfast</b>	<b>7:00-8:00 am Breakfast</b>
<p align="center">8:30 am-9:00 am <b>Welcome &amp; Orientation</b></p> <p align="center"><u>Topics Covered Today</u></p> <ul style="list-style-type: none"> <li>• Our Competitive Landscape and Personal Experiences</li> <li>• Our Customer Experiences &amp; Our Culture</li> <li>• Ourselves &amp; Our Team</li> </ul>	<p align="center">8:00 am Class Starts</p> <p align="center"><u>Topics Covered Today</u></p> <ul style="list-style-type: none"> <li>• Our Customers and Prospects</li> <li>• Our Approach</li> <li>• Our Execution</li> <li>• Use of Digital &amp; Social Media</li> </ul>	<p align="center">8:00 am Class Starts</p> <p align="center"><u>Topics Covered Today</u></p> <ul style="list-style-type: none"> <li>• Our Goals &amp; Reward/ Recognition Strategies</li> <li>• Best Practices Roundtable Discussions</li> <li>• Case Study Presentations</li> <li>• Assessing Your Bank's Needs and Establishing Goals</li> </ul>
<p align="center"><u>Break &amp; Meal Schedule</u></p> <p align="center">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 &amp; Meal Schedule</u></p> <p align="center">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 &amp; Meal Schedule</u></p> <p align="center">10:00-10:15 am Break  12:00-1:00 pm Lunch  3:00-3:15 pm Break  4:00 pm Adjournment</p>
<b>5:30 pm-6:30 pm Pizza Dinner (optional)</b>	<b>FREE EVENING</b>	<small>(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)</small>