

**RELATIONSHIP & BUSINESS DEVELOPMENT SCHOOL**  
**May 19-21, 2026 ~ Nebraska Bankers Association Board Room ~ Lincoln, Nebraska**

<b>TUESDAY May 19</b>	<b>WEDNESDAY May 20</b>	<b>THURSDAY May 21</b>
<b>8:00-8:30 am Registration</b>		
<p>8:30 am-9:00 am <b>Welcome &amp; Orientation</b></p> <p><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>8:00 am Class Starts</p> <p><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>8:00 am Class Starts</p> <p><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><u>Break &amp; Meal Schedule</u></p> <p>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 &amp; Meal Schedule</u></p> <p>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 &amp; Meal Schedule</u></p> <p>10:00-10:15 am Break  12:00-1:00 pm Lunch  3:00-3:15 pm Break  4:00 pm Adjournment</p>
<b>FREE EVENING</b>	<b>FREE EVENING</b>	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)