

**RELATIONSHIP & BUSINESS DEVELOPMENT SCHOOL**  
**May 20-22, 2025 ~ Bluemont Hotel ~ Manhattan, Kansas**

<b>TUESDAY May 20</b>	<b>WEDNESDAY May 21</b>	<b>THURSDAY May 22</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>• <b>Our Competitive Landscape and Personal Experiences</b></li> <li>• <b>Our Customer Experiences &amp; Our Culture</b></li> <li>• <b>Ourselves &amp; Our Team</b></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>• <b>Our Customers and Prospects</b></li> <li>• <b>Our Approach</b></li> <li>• <b>Our Execution</b></li> <li>• <b>Use of Digital &amp; Social Media</b></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>• <b>Our Goals &amp; Reward/ Recognition Strategies</b></li> <li>• <b>Best Practices Roundtable Discussions</b></li> <li>• <b>Case Study Presentations</b></li> <li>• <b>Assessing Your Bank's Needs and Establishing Goals</b></li> </ul>
<p align="center"><u>Break &amp; Meal Schedule</u>  <b>10:00-10:15 am Break</b>  <b>12:00-1:00 pm Lunch</b>  <b>3:00-3:15 pm Break</b>  <b>5:15 pm Dismissal</b></p>	<p align="center"><u>Break &amp; Meal Schedule</u>  <b>10:00-10:15 am Break</b>  <b>12:00-1:00 pm Lunch</b>  <b>3:00-3:15 pm Break</b>  <b>5:15 pm Dismissal</b></p>	<p align="center"><u>Break &amp; Meal Schedule</u>  <b>10:00-10:15 am Break</b>  <b>12:00-1:00 pm Lunch</b>  <b>3:00-3:15 pm Break</b>  <b>4:00 pm Adjournment</b></p>
<b>FREE EVENING</b>	<b>FREE EVENING</b>	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)