



# Schools *2025* 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 2025!

## GETTING STARTED

For registration, fee options listed are for single/double (upon availability)/and no housing. **Non-members of their State Banking 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

*2025*

## SCHOOLS SCHEDULE

Fees listed below are anticipated 2025 registration fees. Fees will be determined at the December 2024 Schools of Banking board meeting.

### School of Lending Principles

March 3 – 7

Bluemont Hotel – Manhattan, KS

\$2,050/\$1,950/\$1,850

(Online registration will open for this School on December 13, 2024)

### School of Banking Fundamentals

April 7 – 11

Holiday Inn – Kearney, NE

\$2,050/\$1,950/\$1,850

### Relationship & Business Development School

May 13 – 15

Bluemont Hotel – Manhattan, KS

\$1,450/\$1,400/\$1,350

### Bank Compliance School

June 23 – 27

Holiday Inn – Kearney, NE

\$2,250/\$2,150/\$2,050

### Agricultural Lending School

July 14 – 18

Bluemont Hotel – Manhattan, KS

\$2,250/\$2,150/\$2,050

### Advanced Agricultural Lending School

September 10 – 12

Bluemont Hotel – Manhattan, KS

\$1,450/\$1,400/\$1,350

### Advanced School of Banking, Year 1

September 22 – 26

Holiday Inn – Kearney, NE

\$2,250/\$2,150/\$2,050

### Compliance Update School

Open to Bank Compliance  
School graduates only.

October TBA

Bluemont Hotel – Manhattan, KS

\$595 – Housing not included

### Commercial Lending School

October 27 – 31

Bluemont Hotel – Manhattan, KS

\$2,250/\$2,150/\$2,050



Online registration will open on or before January 1, 2025  
at [www.schoolsofbanking.com](http://www.schoolsofbanking.com)

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: Sept. 22 – 26, 2025    Year 2: June 1-5, 2026

#### 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 SCHOOL

### Objectives

- Designed to focus on commercial lending skill development with emphasis on historical financial analysis, stress testing, problem loans, loan structure and credit administration, calling/negotiation/selling, and commercial real estate.

### Who should attend?

- Lenders and credit analysts with a developed knowledge of GAAP and the ability to calculate and interpret common ratios.

### Admission Requirements

- *Commercial Lending School*: at least six months commercial lending or credit analysis, accounting courses; and/or the *School of Lending Principles*

## 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, Market President**

**Home Federal Bank, Lexington, 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](mailto:schools@nebankers.org) ■ Web: [www.schoolsofbanking.com](http://www.schoolsofbanking.com)

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