



# SCHOOL OF LENDING PRINCIPLES

**MARCH 2-6, 2026**  
**HOLIDAY INN - KEARNEY, NE**

## WHY ATTEND?

Are you ready to lay the groundwork for a successful lending career? The School of Lending Principles is a great start. Attendees learn the theory and process of basic lending and then put this knowledge to work in actual nuts and bolts sessions. This School will help you gain:

- Insight into how funds, risk management and profit objectives affect the lending process
- Increased skill in analyzing business and personal financial statements
- Improved skill assessing client needs through the interviewing process
- Increased knowledge of the analysis process involved in consumer, real estate, agricultural and commercial lending
- The ability to capitalize on selling opportunities
- The opportunity to expand your skills and knowledge beyond the bounds of "on-the-job training"



## WHO SHOULD ATTEND?

This School provides basic instruction appropriate for loan officer trainees, loan support personnel and personal bankers. It is recommended that applicants have a minimum of six months lending experience or one year of loan department experience. Applicants not meeting the suggested prerequisites will be contacted to discuss admission qualifications.

**INSTRUCTORS:** Richard Beck, Retired, STAR Bank, Fort Wayne, IN; Tom Capouch, Retired, First State Bank, Portland, ND; Allen Chaffee, Chief Banking Officer, Cornhusker Bank, Omaha, NE; & Joe Carey, Chief Lending Officer; First Central Bank, McCook, NE

## BROUGHT TO YOU BY:



**KANSAS BANKERS  
ASSOCIATION**

**NBA** Nebraska Bankers Association

**IN PARTNERSHIP WITH THE WEST VIRGINIA AND  
WYOMING BANKERS ASSOCIATIONS.**

## **TOPICS COVERED:**

**MONDAY & TUESDAY**  
Introduction to Lending  
& Consumer Lending

**WEDNESDAY**  
Real Estate Lending

**THURSDAY**  
Analyzing Small Business Loans

**FRIDAY**  
Agricultural Lending\*

\*Agricultural Lending is an optional session held on Friday following the final examination. Students will be asked whether or not they plan to attend this session. Specific information will be sent with the registration confirmation.

## **ADMISSIONS POLICY**

First priority for admission is given to members of sponsoring and partnering state banking associations. To register, please register on our website at [www.schoolsofbanking.com](http://www.schoolsofbanking.com) and submit the application form. Your bank will be invoiced for the applicable fee. This fee includes registration, instruction, four nights lodging (if applicable), breakfasts, lunches, breaks, and all classroom materials. Non-members of their state banking association must pay an additional administrative fee of \$925 and are not guaranteed admission. Any registrant enrolling after January 30 may be subject to a \$50 late fee. Housing availability cannot be guaranteed after January 30. Any registrant withdrawing by January 30 will receive a refund minus a \$50 processing fee. Registrants withdrawing January 31 through February 13 will receive a refund minus a \$450 cancellation fee. Registrants withdrawing after February 13 forfeit the entire fee. If a disability or medical condition might affect participation in this event, please contact the Schools of Banking at [schools@nebankers.org](mailto:schools@nebankers.org) so we may accommodate you. In addition, please advise us of any special dietary needs or allergies.

## **REGISTER NOW:**

**[CLICK HERE](#)** to register on  
our website!

**ENROLLMENT FEES:**  
**\$2,050—Single Housing**  
**\$1,850—No Housing**

**EARLY REGISTRATION  
DEADLINE IS JANUARY 30,  
2026!**