



Schools of Banking

SCHOOL OF TRUST & FINANCIAL SERVICES

September 22-26, 2008 • Omaha, Nebraska

ADVANCED TRUST OPERATIONS SCHOOL

September 23-25, 2008 • Omaha, Nebraska

SCHOOL OF TRUST & FINANCIAL SERVICES

WHO SHOULD ATTEND

The **School of Trust & Financial Services** provides broad trust instruction appropriate for:

- New trust department personnel (*a minimum of six months trust experience is suggested*)
- Specialized trust personnel seeking to broaden their knowledge
- Trust administrative assistants
- Internal audit staff
- Bank attorneys and officers entering the trust department
- Senior management considering establishing or re-emphasizing a trust department
- Experienced trust professionals desiring to update their trust knowledge and skills

CURRICULUM

Overview of the Trust Industry

Trust Administration

Investments

Fiduciary Income Taxes

Developing Customer Relationships

Retirement Planning

Compliance

Trust Accounting and Securities Processing

Probate and Conservatorships

Estate Planning

Senior Market Relations

Johnson Family Case Study

(Visit www.schoolsofbanking.com for complete session descriptions)

WHY SCHOOLS OF BANKING?

"It is very crucial to get a comprehensive background in trust and financial services. I really enjoyed the classes. The instructors take time to explain difficult topics. Students probed the instructors to delve deeper into various topics. Asking questions was encouraged, and I feel that's the best way to learn."

- Mark McClain, Financial Center Manager, Kearney County Bank



Sponsored by the Kansas and Nebraska Bankers Associations and the Iowa and Kansas Trust Associations. Partnering with the Colorado, Minnesota, Missouri, North Dakota, South Dakota and Wyoming Bankers Associations.

www.schoolsofbanking.com

WHO SHOULD ATTEND

Attendance at the **Advanced Trust Operations School** is ideal for:

- Trust operations personnel
- Graduates of the *School of Trust & Financial Services*
- Trust professionals who have a minimum of three years of progressive trust experience
- Trust personnel from all sizes of banks and trust companies

CURRICULUM

- Trust Operations Overview
- Compliance & Examination Issues
- Policies & Procedures for Opening & Closing Trust Accounts
- Principal & Income Accounting
- Receipts & Disbursements
- Trades, Settlements & Clearing
- Understanding Unique Transactions
- Corporate Actions
- Trust Operations & Trust Processing System Discussions
- Why Does the Color of Your Personality Matter?

(Visit www.schoolsofbanking.com for complete session descriptions)



FACULTY IN THE SPOTLIGHT

A familiar face to previous *Trust School* attendees, **Holly Butson** has served on the faculty of the *School of Trust and Financial Services* and the *Advanced Trust Administration School* since 2000. Holly has now assumed the role of Lead Faculty member and School Director for the *Advanced Trust Operations School*.

Holly joined StoneRidge Investment Partners, LLC in 2004 and serves as their Chief Operating Officer. Prior to accepting her current position, she worked for the PNC organization as a Senior Compliance Coordinator, and PFPC Trust Company as Vice President, Chief Compliance Officer. Holly also served seven years with the OCC as a commissioned National Bank Examiner. Holly has taught at the American Bankers Association Trust Compliance School and National Trust School.

BENEFITS

Whether individuals attend the **School of Trust & Financial Services** or the **Advanced Trust Operations School** they will have the opportunity to:

- Increase understanding and further knowledge of all functions in the trust area
- Increase understanding of the responsibilities and liabilities of the fiduciary relationship
- Explore current issues and trends in the trust industry
- Gain practical ideas to increase personal productivity and improve department/company performance and profits
- Learn skills and approaches for improving customer development and retention
- Gain an excellent foundation for continued study in the trust field
- Exchange ideas and information with other trust professionals who are at similar places in their careers

GENERAL INFORMATION

Admission: To apply for either School (ATO is limited to 35 students), please submit the attached application and enrollment fee by August 22.

School of Trust & Financial Services (STFS)
 \$1,250 - Single Housing
 \$1,150 - Double Housing
 \$1,050 - No Housing

Advanced Trust Operations School (ATO)
 \$850 - Single Housing
 \$750 - Double Housing
 \$700 - No Housing

Enrollment fees include instruction, scheduled breakfasts, lunches, break service, one reception, classroom materials, four nights lodging for STFS students and two nights lodging for ATO students. **Nonmembers of their State Banking or Trust Association pay an additional administrative fee of \$525 for STFS and \$350 for ATO.**

Any registrant withdrawing in writing by August 22 receives a refund less a \$50 processing fee. Registrants withdrawing August 22 through September 3 receive a refund less a \$263 cancellation fee for STFS and a \$175 cancellation fee for ATO. Registrants withdrawing after September 3 forfeit the entire fee. If a disability or other physical or medical condition might affect your participation, please enclose a letter regarding special needs.

Continuing Education: The **Trust Schools** may meet continuing education requirements for professional, legal, CPA or insurance licenses. Our website has current information (**eight weeks notice is required**).

Faculty Information: Biographical information on the faculty for the **Trust Schools** is also available on our website.

2008 TRUST SCHOOL APPLICATION

For Office Use Only - WB
 Date Ack'd _____
 PDF Acknowledgment

IMPORTANT: Please make a copy of this application for your files. Print or type the following:

Name (as you wish it to appear on diploma)		Nickname (for badge)	Last 4-digits of Social Security #
Your Title	Business Telephone	E-Mail Address (all confirmations will be made via e-mail)	
Bank or Trust Company	Business Fax Number	Main Bank Name & Address (if different)	
Bank/Trust Company P.O. Box or Street Address		Roommate Request, If Applicable (Name & Bank)	
City	State	Zip	In case of emergency, contact (Name & Telephone #)

INFORMATION FOR HOUSING: DOB _____ Male Female Smoking Non-Smoking
MM/DD/YY

School of Trust & Financial Services Fee \$1,250 Single Housing \$1,150 Double Housing \$1,050 No Housing
Nonmembers of their State Banking Association or Trust Association must include an additional fee of \$525.00

Advanced Trust Operations School Fee \$850 Single Housing \$750 Double Housing \$700 No Housing
Nonmembers of their State Banking Association or Trust Association must include an additional fee of \$350.00

Have you earned the: CFP CTFA CSOP Other: _____

TRUST EXPERIENCE: Attach a brief summary of your major responsibilities in the trust department/company over the past four years or term of employment if less than three years.

Trust Department Experience: 1 <input type="checkbox"/> Less than 6 months 2 <input type="checkbox"/> 6 months - 1 year 3 <input type="checkbox"/> 1-2 years 4 <input type="checkbox"/> 3-5 years 5 <input type="checkbox"/> 6-8 years 6 <input type="checkbox"/> 9-11 years 7 <input type="checkbox"/> 12-16 years 8 <input type="checkbox"/> 17 years or more	Rank Your Three Major Areas of Experience (1= most years) 1 _____ Personal Trust 2 _____ Employee Benefits 3 _____ Real Estate 4 _____ Tax 5 _____ Trust Administration 6 _____ Compliance 7 _____ Trust Operations 8 _____ Investments 9 _____ Estate Planning 10 _____ Public Relations 11 _____ Business Dev/Sales 12 _____ Other: _____ If applying for ATO, please indicate the year that you attended the School of Trust & Financial Services (STFS) on the following line: _____ <input type="checkbox"/> Did not attend STFS	Total Assets of Trust Department/Company: 1 <input type="checkbox"/> \$10 mm and under 2 <input type="checkbox"/> \$11-20 mm 3 <input type="checkbox"/> \$21-50 mm 4 <input type="checkbox"/> \$51-100 mm 5 <input type="checkbox"/> \$101-250 mm 6 <input type="checkbox"/> \$251-500 mm 7 <input type="checkbox"/> \$501 mm-1 billion 8 <input type="checkbox"/> Over \$1 billion	Total Assets of Organization: 1 <input type="checkbox"/> \$20 mm and under 2 <input type="checkbox"/> \$21-50 mm 3 <input type="checkbox"/> \$51-100 mm 4 <input type="checkbox"/> \$101-250 mm 5 <input type="checkbox"/> \$251-500 mm 6 <input type="checkbox"/> \$501-750 mm 7 <input type="checkbox"/> \$751-1 billion 8 <input type="checkbox"/> Over \$1 billion 9 <input type="checkbox"/> Bank Holding Co. 10 <input type="checkbox"/> Other: _____
Educational Background: 1 <input type="checkbox"/> High School 2 <input type="checkbox"/> Some College 3 <input type="checkbox"/> Associates Degree 4 <input type="checkbox"/> Bachelors Degree-Major: _____ 5 <input type="checkbox"/> Masters Degree-Major: _____ 6 <input type="checkbox"/> Law Degree 7 <input type="checkbox"/> Ph.D.	Number of account relationships you have some responsibility for: 1 <input type="checkbox"/> None 2 <input type="checkbox"/> 1 - 50 3 <input type="checkbox"/> 51 - 100 4 <input type="checkbox"/> 101 - 150 5 <input type="checkbox"/> 151 - 200 6 <input type="checkbox"/> 201 - 250 7 <input type="checkbox"/> 251 - 300 8 <input type="checkbox"/> 301 - 350 9 <input type="checkbox"/> Over 351	Number of account relationships you have management responsibilities for: 1 <input type="checkbox"/> None 2 <input type="checkbox"/> 1 - 50 3 <input type="checkbox"/> 51 - 100 4 <input type="checkbox"/> 101 - 150 5 <input type="checkbox"/> 151 - 200 6 <input type="checkbox"/> 201 - 250 7 <input type="checkbox"/> 251 - 300 8 <input type="checkbox"/> 301 - 350 9 <input type="checkbox"/> Over 351	

ENROLLMENT AGREEMENT: I have read the accompanying brochure and agree to abide by assigned housing arrangements and all requirements for completion of this School. I consent to the release of grades and other performance measures to my employer.

Applicant's Signature _____ Date _____

Nominating Officer's Signature _____ Date _____
(Signature indicates approval of the bank or trust company - must be applicant's manager, CEO or president)

Nominating Officer _____ Title _____
(Please type or print)

Return this application and fee by August 22 to: Schools of Banking, P.O. Box 80008, Lincoln, NE 68501-0008
 (402) 474-1555 ■ FAX (402) 474-2148 ■ E-Mail: schools@nebankers.org ■ Web: www.schoolsofbanking.com
 This institution does not discriminate with regard to race, creed, color, sex, age, religion or national origin.

Est. 1965



Schools of Banking

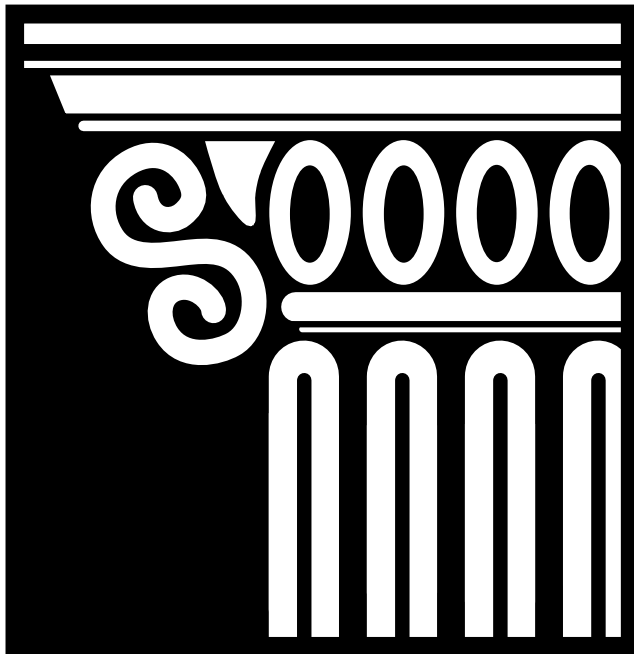
Your Foundation for Success

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E-Mail: schools@nebankers.org
Web: www.schoolsofbanking.com

**OUTSTANDING TRUST &
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