



# Schools of Banking

**ADVANCED SCHOOL OF BANKING - YEAR 1**  
October 4 - 8, 2010 • Topeka, Kansas

**ADVANCED SCHOOL OF BANKING - YEAR 2**  
June 12 - 17, 2011 • Topeka, Kansas

## CURRICULUM

### Year 1 - October, 2010

- Bank Financial Analysis
- Deposit/Funding Strategies
- Economics of Banking
- Lending (Track 1 or Track 2)
- Asset/Liability Management
- Managing Employees in the 21st Century
- Investments
- Developing a Sales Culture

### Year 2 - June, 2011

- Strategic Planning
- Ethical Leadership
- Investment and A/L Management Overview
- Making Decisions in Crisis Situations
- Negotiation Skills
- Hot Topics in Regulatory Compliance Panel
- BankExec Computer Simulation

## BENEFITS

The *Advanced School of Banking* is the answer when training employees and managers. This two-year program requires junior- to mid-level bankers to attend one week in October, 2010 and one week in June, 2011. Consider a few of the benefits gained by attending these Schools:

- A comprehensive understanding of the connections between banking functions and the financial services environment
- New technical skills to utilize in positioning the organization for the future
- Insight into personnel development
- Practical ideas to increase personal productivity and improve bank performance and profits
- Opportunities to experience the complexity of managing a successful financial institution through a hands-on computer simulation
- Ideas for kick-starting and managing the business development process
- Practical application of classroom learning through completion of three interim assignments

ADVANCED SCHOOL OF BANKING

## WHY SCHOOLS OF BANKING?

"My experiences at Schools of Banking programs have always been tremendous. I have 24 years of banking experience and have attended many conferences and seminars through the years. No other organization even comes close to running the extremely high quality programs like those at the Schools of Banking."

- Lonnie Wild, Vice President, Saint Marys State Bank



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In partnership with the Colorado, Louisiana, South Dakota and  
Wyoming Bankers Associations.



[www.schoolsofbanking.com](http://www.schoolsofbanking.com)

## ATTENDEE PROFILE

It is strongly recommended that individuals attending the *Advanced School of Banking* meet the following prerequisites:

- Students should have earned a college degree and have two years of financial services experience, or earned a high school diploma and have five years of financial services experience; AND
- Students should have completed AIB or college courses in Principles of Banking, Economics, and Accounting; or successfully completed the *School of Banking Fundamentals*; or possess demonstrated knowledge in the financial services area.

Applicants who do not meet these requirements must submit a letter from their nominating officer which details the experience being substituted for these requirements.



## BANKEEXEC

The BankExec computer simulation is utilized as the primary learning tool throughout Year 2 of the *Advanced School of Banking*. In BankExec students are assembled into teams of four to six people to run an \$800 million bank. For a simulated period of two years, management teams will make quarterly policy and operating decisions in a realistic banking environment.

Management teams will face competition from other similar size banks in the community, plus competition from thrifts and banks outside the community. The economic and regulatory environments are very similar to real life conditions. When the simulation is enhanced by board demands, competitive positioning and reviews by regulatory agencies, management teams will find themselves facing two years of bank management experience in a 50-hour educational program.

Through BankExec, students have the opportunity to reinforce knowledge and skills learned during the School and on the job, as well as experience current concepts in banking, management, accounting and economics. Since BankExec is team-based, attendees will also learn about their management, leadership, team building and decision-making skills while forming a strong network of industry contacts.

BankExec also focuses on strategic planning; setting goals and determining the policies and strategies necessary to achieve them. At the close of the School, teams will analyze the results of their management efforts in presentations to classmates and a Board of Directors composed of executive management from area financial institutions.

## GENERAL INFORMATION

To register, please complete and fax or email the registration form to Schools of Banking at (402) 474-2148 or [schools@nebankers.org](mailto:schools@nebankers.org). **You may also access [www.schoolsofbanking.com](http://www.schoolsofbanking.com) and submit the PDF fill-in application form.** Your bank will be invoiced for the applicable fee:

\$1,550	Single Housing
\$1,450	Double Housing
\$1,350	No Housing

Fees include registration, instruction, curriculum, four nights lodging (if applicable), breakfasts, lunches, break service and one pizza dinner. All functions and accommodations are at the Capitol Plaza of Topeka, Kansas. **Nonmembers of their State Banking Association must pay an additional administrative fee of \$675 and are not guaranteed admission.**

If a disability or medical condition might affect your participation in this event, please attach a brief letter to Schools of Banking regarding any special needs. In addition, please advise us if you have any special dietary needs.

All applications for admission must be received by September 3. Individuals registering after the enrollment deadline of September 3 may be subject to a \$50 late fee. Any registrant withdrawing in writing by September 3 will receive a refund minus a \$50 processing fee. Registrants withdrawing September 4 through September 17 will receive a refund minus a cancellation fee of \$338. Registrants withdrawing after September 17 forfeit the entire enrollment fee.

# REGISTRATION FORM

## ADVANCED SCHOOL OF BANKING - YEAR 1

October 4 - 8, 2010

Capitol Plaza Hotel - Topeka, Kansas

For Office Use Only

Date Ack'd \_\_\_\_\_

PDF Acknow

A PDF fill-in application form is available at [www.schoolsofbanking.com](http://www.schoolsofbanking.com)

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

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

**BACKGROUND INFORMATION FOR HOUSING:** Date of Birth   Male  Female  
 Smoking  Non-Smoking  No Preference

**ENROLLMENT FEE:**  \$1,550 Single Housing  \$1,450 Double Housing  \$1,350 No Housing  
Nonmembers of their State Banking Association must pay an additional fee of \$675.

### RETURN THIS REGISTRATION FORM AND FEE BY SEPTEMBER 3 TO:

Schools of Banking, P.O. Box 80008, Lincoln, NE 68501-0008

Phone: (402) 474-1555 ■ Fax: (402) 474-2148 ■ E-Mail: [schools@nebankers.org](mailto:schools@nebankers.org) ■ Web: [schoolsofbanking.com](http://schoolsofbanking.com)

This institution does not discriminate with regard to race, creed, color, sex, age, religion, or national origin.

## INTERIM ASSIGNMENTS

Between Year 1 and Year 2 of the *Advanced School of Banking*, students are required to complete three interim assignments.

The first two assignments are designed to increase each individual's knowledge of his or her bank. In completing the assignments, students are encouraged to dialogue with individuals within their bank.

The third assignment serves to prepare participants for decision-making during the BankExec Simulation.

## SCHOLARSHIPS

Up to six scholarships may be awarded to graduates of the 2010/2011 *Advanced School of Banking*.

- The Graduate School of Banking in Wisconsin (GSB) and the Prochnow Education Foundation offer two \$3,600 scholarships to our graduates to attend GSB.
- The Graduate School of Banking at Colorado (GSBC) offers two \$1,100 scholarships to our graduates for each year of attendance at GSBC.\*
- The Southwestern Graduate School of Banking (SWGSB) offers two \$3,000 scholarships to our graduates to attend SWGSB.

\*NOTE: Colorado allows *Advanced School of Banking* Graduates direct admission into year two of their three year program.



Est. 1965



# Schools of Banking

Your Foundation for Success

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