



# Schools of Banking

## SCHOOL OF BANKING FUNDAMENTALS

April 12 - 16, 2010

Capitol Plaza Hotel • Topeka, KS

### BENEFITS

With today's competitive environment and focus on service, financial service industry professionals need to be better educated than ever before. In the space of one week, the *School of Banking Fundamentals* provides a concentrated, fast-paced overview of banking.

The curriculum is designed by a committee of experienced bankers in cooperation with instructors. With bankers serving as instructors, students have the opportunity to learn from successful individuals who live their subject daily.

Through this hands-on practical training, attendees will gain the following:

- An increased understanding and appreciation of all functions within the bank, allowing participants to contribute more effectively to their bank.
- An understanding of banking's role in the financial services industry.
- The opportunity to expand skills and knowledge beyond on-the-job training as preparation for additional responsibilities.
- Increased knowledge and skills immediately applicable to attendees' daily responsibilities.
- Improved sales skills to better cross-sell and serve customers.
- An appreciation of current industry issues.
- An excellent foundation for continued education.
- New ideas and a recharged attitude after interacting with other financial service industry professionals.
- A network of peers to call on throughout the attendee's career.

### ADMISSION

First priority for admission is given to members of sponsoring and partnering State Banking Associations.

To apply, submit the attached application form along with the enrollment fee by March 12:

- \$1,350 Single Housing**
- \$1,250 Double Housing**
- \$1,150 No Housing**

This fee includes registration, instruction, four nights lodging (if applicable), breakfasts, lunches, breaks, one pizza dinner and all classroom materials. **Nonmembers of their State Banking Association must pay an additional administrative fee of \$575 and are not guaranteed admission.**

Any registrant enrolling after March 12 may be subject to a \$50 late fee. Any registrant withdrawing by March 12 will receive a refund minus a \$50 processing fee. Registrants withdrawing March 13 through March 26 will receive a refund minus a \$288 cancellation fee. Registrants withdrawing after March 26 forfeit the entire fee.

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

### WHO SHOULD ATTEND?

This School is designed for bankers desiring to move into more responsible positions and is ideal for:

- New employees or employees with limited or specialized financial services experience.
- Management trainees or new supervisors.
- Bankers planning to attend the *Advanced School of Banking* at some point in the future.

SCHOOL OF BANKING FUNDAMENTALS



Cosponsored by the Kansas and Nebraska Bankers Associations.  
In partnership with the Colorado, Louisiana and Wyoming Bankers Associations.



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

## CURRICULUM

### Accounting

Asset/Liability Management

Bank Examinations

Banking and the Financial  
Services Industry

Discussion Forum  
with Chief Executive Officers

Compliance In Banking

Introduction To Monetary Policy

Investments

### Operations

Peer Discussions for  
Operations and Lending

Sales and the Financial  
Services Industry

Security in a Technological Age

The Lending Function  
and Banking

Understanding Your Bank  
Through The Call Report

## WHY SCHOOLS OF BANKING?



"Not only did I learn from the great instructors, but also from the many students in attendance. The students came from different backgrounds with different levels of experience. The school, for me, was a great way to develop contacts for future reference as well as providing me with a very strong foundation of banking knowledge."

- Brett Esau, Market President  
Central National Bank

## SCHOLARSHIP AWARDS

To recognize excellence in the Schools of Banking classroom, the **Kansas and Nebraska Bankers Associations** have each created a **\$700 Scholarship** to be awarded to one outstanding Kansas banker and one outstanding Nebraska banker graduating from the 2010 *School of Banking Fundamentals*.

The two recipients of the Kansas and Nebraska Bankers Association scholarships will be provided with a \$350 per year discount on the tuition for each year of attendance at the two-year Schools of Banking *Advanced School of Banking*.

In order to be considered for the Scholarships, students must:

- Be members of the Kansas or Nebraska Bankers Associations.
- Attend all classroom sessions and actively participate in group activities.
- Successfully complete the final examination.
- Exhibit superior leadership abilities and promise in the financial services industry as observed by the School faculty and administration.

# APPLICATION FORM

## SCHOOL OF BANKING FUNDAMENTALS

April 12 - 16, 2010  
 Capitol Plaza Hotel - Topeka, Kansas

For Office Use Only  
 Date Ack'd \_\_\_\_\_  
 PDF Acknow

PDF FILL-IN APPLICATION FORM NOW 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  
 MM/DD/YY  
 Smoking  Non-Smoking  No Preference

**ENROLLMENT FEE:**

\$1,350 Single Housing  \$1,250 Double Housing  \$1,150 No Housing  
**Nonmembers of their State Banking Association must pay an additional fee of \$575.00**

**BANKING EXPERIENCE:**

**Attach a brief summary of your major responsibilities in your organization over the past four years or term of employment if less than four years.**

**Total Assets of Your Organization:**

- 1  \$20 mm and under
- 2  \$21-50 mm
- 3  \$51-100 mm
- 4  \$101-250 mm
- 5  \$251-500 mm
- 6  \$501-750 mm
- 7  \$751-1 billion
- 8  Over \$1 billion
- 9  Bank Holding Co.
- 10  Other: \_\_\_\_\_

**Total Years Financial Services Experience:**

- 1  Less than 6 months
- 2  6 months - 1 year
- 3  1-2 years
- 4  3-5 years
- 5  6-8 years
- 6  9-11 years
- 7  12-16 years
- 8  17 years or more

**AIB and/or College Courses Completed:**

- Accounting
- Money and Banking
- Economics
- Principles of Banking
- Other: \_\_\_\_\_

**Rank Your Three Major Areas of Bank Experience:**

- (1 indicates most years of experience)
- 1 \_\_\_\_\_ Lending
  - 2 \_\_\_\_\_ Loan Administration
  - 3 \_\_\_\_\_ Compliance
  - 4 \_\_\_\_\_ Operations
  - 5 \_\_\_\_\_ Investments
  - 6 \_\_\_\_\_ Asset/Liability Management
  - 7 \_\_\_\_\_ Public Relations
  - 8 \_\_\_\_\_ Human Resources
  - 9 \_\_\_\_\_ Customer Service
  - 10 \_\_\_\_\_ Business Development/Sales
  - 11 \_\_\_\_\_ Personal Trust
  - 12 \_\_\_\_\_ Other: \_\_\_\_\_

**Educational Background:**

- 1  High School
- 2  Some College
- 3  Associates Degree
- 4  Bachelors Degree-Major: \_\_\_\_\_
- 5  Masters Degree-Major: \_\_\_\_\_
- 6  Law Degree
- 7  Ph.D.

**I would like to be considered for a \$700 Scholarship from the Kansas or Nebraska Bankers Association. The Scholarship is for the Advanced School of Banking (KBA and NBA members only).**

- I am interested in a Scholarship.
- I am not interested in a Scholarship.

**List Your Primary Job Responsibilities:**

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_

**ENROLLMENT AGREEMENT:** I have read the brochure and agree to abide by assigned housing arrangements and all requirements for 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 - must be applicant's manager, CEO or president)

Nominating Officer \_\_\_\_\_ Title \_\_\_\_\_  
 (Please type or print)

**Return this application and fee by March 12 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.

Est. 1965



# Schools of Banking

Your Foundation for Success

P.O. Box 80008 ■ Lincoln, NE 68501-0008  
(402) 474-1555 ■ FAX (402) 474-2148  
E-Mail: [schools@nebankers.org](mailto:schools@nebankers.org)  
Web: [www.schoolsofbanking.com](http://www.schoolsofbanking.com)



NONPROFIT  
ORGANIZATION  
U.S. POSTAGE  
PAID  
LINCOLN, NE  
PERMIT NO. 40

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

## SCHOOL OF BANKING FUNDAMENTALS

April 12 - 16, 2010  
Capitol Plaza Hotel • Topeka, Kansas



*Cosponsored by the Kansas and Nebraska Bankers Associations.  
In partnership with the Colorado, Louisiana and Wyoming  
Bankers Associations.*

