



SCHOOL OF TRUST & FINANCIAL SERVICES

August 23 - 27, 2010 • Omaha, Nebraska

ADVANCED TRUST ADMINISTRATION SCHOOL

August 24 - 26, 2010 • Omaha, Nebraska

CURRICULUM

School of Trust & Financial Services

- Overview of the Trust Industry
- Trust Administration
- Investments
- Overview of Fiduciary Income Taxes
- Developing Customer Relationships
- Retirement Planning
- Compliance
- Trust Accounting and Securities Processing
- Probate and Conservatorships
- Estate Planning
- Senior Market Relations

Advanced Trust Administration School

- Advanced Account Administration
- Understanding Estate Planning Techniques
- Tax Issues
- Compliance & Ethics
- Investments
- Management of Unique Assets
- Relationship Management for Administrators

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

BENEFITS

Whether individuals attend the ***School of Trust & Financial Services*** or the ***Advanced Trust Administration 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

WHY SCHOOLS OF BANKING?

"Asking questions was encouraged, and I feel that's the best way to learn."

- Mark McClain, Financial Center Manager, Kearney County Bank

"Schools of Banking increased my knowledge and contacts in the banking field. Each day was filled with useful information and tools."

- Barbara Barnard, Vice President, Community National Bank



*Cosponsored by the Kansas and Nebraska Bankers Associations and the Iowa and Kansas Trust Associations.
In partnership with the Colorado, Kentucky, Indiana, Minnesota, Missouri,
North Dakota, South Dakota, West Virginia and Wyoming Bankers Associations.*

www.schoolsofbanking.com

FACULTY

The faculty for the **Trust Schools** is comprised of active trust professionals or consultants who live their subjects on a daily basis.

Nolan Brohaugh, MSW
Senior Consultant
Topeka, KS

Jim Bush, JD
Senior Trust Officer
Hiawatha, KS

Holly Butson, MBA
Chief Operations Officer
Malvern, PA

Michelle Feit, CFP, ChFC
Retirement Plan
Administration Services
Lincoln, NE

Shane McCall, JD,
Trust Legal Counsel
Smith Center, KS

Sean Kelly, AAM, AIM
President
West Palm Beach, FL

KC Mathews, CFA
Regional SVP
Kansas City, MO

Richard McDougall, JD,
CTFA
VP & Trust Manager
York, NE

Jeff Thorpe, CTFA
VP & Senior Trust Officer
Dodge City, KS



ATTENDEE PROFILE

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 reemphasizing a trust department
- Experienced trust professionals desiring to update their trust knowledge and skills

The **Advanced Trust Administration School** provides advanced instruction appropriate for:

- Trust administration personnel
- Experienced trust operations personnel who wish to learn more about the administration side of trust
- Graduates of the *School of Trust & Financial Services*
- Trust professionals who have a minimum of five years of progressive trust experience
- Trust personnel from all sizes of banks and trust companies

GENERAL INFORMATION

Admission: First priority admission is given to members of sponsoring and partnering State Banking Associations and Trust Associations. To register, please complete and fax or e-mail the application form to the Schools of Banking at (402) 474-1555 or schools@nebankers.org. **You may also access www.schoolsofbanking.com and submit the PDF fill-in application form.** Your institution will be invoiced for the applicable fee:

School of Trust & Financial Services (STFS)	
\$1,350	Single Housing
\$1,250	Double Housing
\$1,150	No Housing

Advanced Trust Administration School (ATA)	
\$900	Single Housing
\$800	Double Housing
\$750	No Housing

Fees include registration, instruction, curriculum, breakfasts, lunches, break service, one pizza party, four nights lodging for STFS students and two nights lodging for ATA students. All sessions and lodging will be located at the Regency Lodge in Omaha, Nebraska. **Nonmembers of their State Banking or Trust Association must pay an additional administrative fee of \$575 for STFS and \$375 for ATA.**

Any registrant withdrawing in writing by July 23 receives a refund less a \$50 processing fee. Registrants withdrawing July 24 through August 6 receive a refund less a \$288 cancellation fee for STFS and a \$188 cancellation fee for ATA. Registrants withdrawing after August 6 forfeit the entire fee. If a disability or other physical 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.

Continuing Education: The **Trust Schools** may meet continuing education requirements for professional, legal, CPA or insurance licenses. Contact Schools of Banking for more information (**eight weeks notice is required**).

www.schoolsofbanking.com

2010 TRUST SCHOOL APPLICATION

For Office Use Only
 Date Ack'd _____
 PDF Acknow

A PDF fill-in application form is available at www.schoolsofbanking.com

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	E-mail Address <i>(all confirmations will be made via e-mail)</i>	
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 #)	

INFORMATION FOR HOUSING: DOB _____ Male Female Smoking (if available) Non-Smoking
MM/DD/YY

School of Trust & Financial Services (STFS) Fee \$1,350 Single Housing \$1,250 Double Housing \$1,150 No Housing
Nonmembers of their State Banking Association or Trust Association must include an additional fee of \$575.

Advanced Trust Administration School (ATA) Fee \$900 Single Housing \$800 Double Housing \$750 No Housing
Nonmembers of their State Banking Association or Trust Association must include an additional fee of \$375.

TRUST EXPERIENCE: Have you earned the: CFP CTFA CSOP Other: _____

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

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 July 23 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.



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Schools of Banking

Your Foundation for Success

P.O. Box 80008 ■ Lincoln, NE 68501-0008

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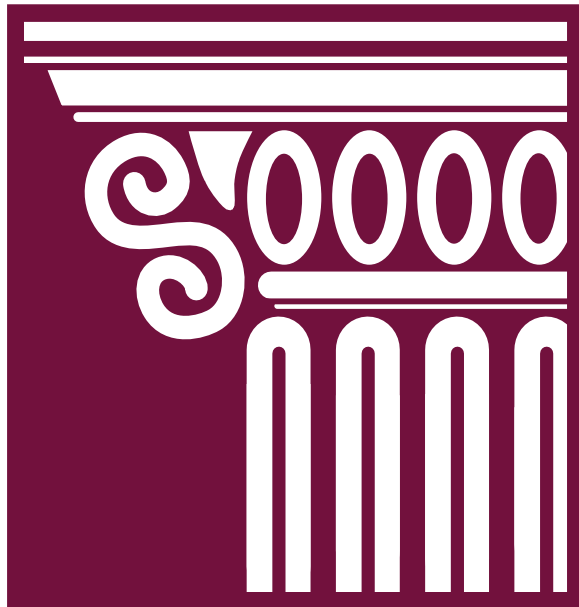
E-Mail: schools@nebankers.org

Web: www.schoolsofbanking.com

THE TRUST
SCHOOLS ARE
YOUR CHOICE FOR
COMPREHENSIVE,
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TRUST EDUCATION!

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