

GSB Online Seminars

November – December 2017

Co-Sponsored By:

The Graduate School of Banking at the University of Wisconsin-Madison and Oklahoma Bankers Association

Upcoming Programs (listed in start date order):

For additional information— including detailed seminar descriptions and presenter bios— and to register online, please visit <http://gsb.virtualvenues.com/store>

Advanced Financial Statement Analysis

Presented by: David Osburn, on November 1 from 10:00-11:30 a.m. Central Time

<http://gsb.virtualvenues.com/store/206679-advanced-financial-statement-analysis-fa17>

Three Key Risk Assessments in Your ERM Program - ERM, IT, and Internal Controls

Presented by: Marcia Malzahn, on November 2 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/205846-three-key-risk-assessments-in-your-erm-program-erm-it-and-internal-controls-fa17>

Fundamentals of Interest Rate Swaps and Caps

Presented by: Dan Dwyer, 2-part program held on November 7 & 9 from 1:30-3:00 p.m. Central Time

<http://gsb.virtualvenues.com/store/208486-fundamentals-of-interest-rate-swaps-and-caps-2-parts-fa17>

Baby Boomers vs Millennials

Presented by: Tom & Kyle Hershberger, on November 8 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/205311-baby-boomers-vs-millennials-fa17>

Building Your Brand on a Limited Budget

Presented by: Tom Hershberger, on November 9 from 10:00-11:30 a.m. Central Time

<http://gsb.virtualvenues.com/store/207227-building-your-brand-on-a-limited-budget-fa17>

Leveraging the Middle of Your Organization

Presented by: Tom Hershberger, on November 9 from 2:00-3:00 p.m. Central Time

<http://gsb.virtualvenues.com/store/208541-leveraging-the-middle-of-your-organization-fa17>

Leading the Prospecting Effort

Presented by: Ned Miller, on November 14 from 10:00-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208549-leading-the-prospecting-effort-fa17>

Trusts for Planning, Privacy and Protection

Presented by: Jim Lethert, on November 15 from 10:00-11:30 a.m. Central Time

<http://gsb.virtualvenues.com/store/208595-trusts-for-planning-privacy-and-protection-fa17>

Cash Management: How Sales, Operations and Technology Can Work Together to Generate More Fee Income

Presented by: Marcia Malzahn, on November 15 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/205313-cash-management-how-sales-operations-and-technology-can-work-together-to-generate-more-fee-income-fa17>

Cybercrime Trends and Hot Topics in Banking

Presented by: Chad Knutson, on November 16 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/205316-cybercrime-trends-and-hot-topics-in-banking-fa17>

Collateral Evaluation in C&I Lending

Presented by: Linda Larger, on November 16 from 9:30-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/207230-collateral-evaluation-in-c-i-lending-fa17>

Managing Generations in Today's Workplace

Presented by: Patrice McGuire, on November 17 from 9:30-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208570-managing-generations-in-today-s-workplace-fa17>

Monitoring & Updating Real Estate Values: Using Real Estate Cash Flow & Other Resources Beyond Initial Underwriting

Presented by: Richard Hamm, 3-part program held on November 21, 28 & December 5 from 8:30-10:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208480-monitoring-updating-real-estate-values-using-real-estate-cash-flow-other-resources-beyond-initial-underwriting-3-parts-fa17>

Global Cash Flow Analysis: Examples, Issues and Obstacles

Presented by: Richard Hamm, 3-part program held on November 21, 28 & December 5 from 10:30 a.m. - 12:00 p.m.

Central Time

<http://gsb.virtualvenues.com/store/208484-global-cash-flow-analysis-examples-issues-and-obstacles-3-parts-fa17>

A Practical Guide to Consumer Lending

Presented by: Richard Hamm, 3-part program held on November 21, 28 & December 5 from 1:00-2:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/208516-a-practical-guide-to-consumer-lending-3-parts-fa17>

Advanced Cash Flow Analysis

Presented by: David Osburn, on November 28 from 10:00-11:30 a.m. Central Time

<http://gsb.virtualvenues.com/store/206675-advanced-cash-flow-analysis-fa17>

Loan Structure, Documentation and Compliance Training - a Comprehensive Approach

Presented by: David Osburn, on December 4 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/208569-loan-structure-documentation-and-compliance-training-a-comprehensive-approach-fa17>

Make the SSAE16 Work for You

Presented by: Chad Knutson, on December 14 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/205319-make-the-ssae16-work-for-you-fa17>

Reward and Recognition Strategies

Presented by: Patrice McGuire, on December 15 from 9:30-11:00 a.m. Central Time

Info forthcoming from GSB

About The GSB Online Seminar Series

The GSB Online Seminar Series offers a convenient, cost-effective way to access quality educational opportunities. GSB seminars are designed to meet the dynamic learning needs of today's busy financial professional and are delivered by some of today's top industry experts. All sessions are recorded, so if you're unable to attend one of the live presentations, it's no problem! When you register for a GSB Online Seminar, you'll have access to the live presentation as well as a recording of the live session in case you are unable to attend the entire program. There is no additional fee to view the recording, it's included in your registration fee. It's your choice to attend the live session, view the recording—or do both—based on your schedule. With the GSB Online Seminar Series you'll benefit from:

- Nearly 100 relevant, bank-specific courses that deliver must-know information
- A variety of live, interactive courses offered throughout the year—each recorded for scheduling flexibility
- Additional On-Demand seminars on popular topics available anytime, anywhere, to fit your schedule. Instructor contact information is provided so you have the ability to ask questions as you go through the recordings.
- Competitive pricing—one fee allows multiple attendees to participate through a single connection and includes all handouts and materials
- State-of-the-art technology that ensures a quality learning experience
- The faculty and expertise of the nation's most respected graduate banking school

For additional information, please visit gsb.org