

# GSB Online Seminars

## April & May 2019

*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>

#### **The World of Trusts for Bankers**

with Jim Lethert, on April 3 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/458702-the-world-of-trusts-for-bankers-sp19>

#### **Growing Long-Term Retail Deposits - Uber-izing Design of Bank Deposit Vehicles**

with Neil Stanley, on April 4 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/437903-growing-long-term-retail-deposits-uber-izing-design-of-bank-deposit-vehicles-sp19>

#### **Community Bank Capital Raising Simplified**

with Greyson Tuck, on April 4 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/437897-community-bank-capital-raising-simplified-sp19>

#### **LinkedIn Value Strategies**

with Jack Hubbard, on April 5 from 9:30-10:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/458703-linkedin-value-strategies-sp19>

#### **Commercial Construction Loans: Administering and Monitoring**

with Richard Hamm, on April 9, 16 & 23 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/451553-commercial-construction-loans-administering-and-monitoring-sp19>

#### **C&I Business Cash Flow Basics and Global Cash Flow Integration Issues for Lenders and Analysts**

with Richard Hamm, on April 9, 16 & 23 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/451551-c-i-business-cash-flow-basics-and-global-cash-flow-integration-issues-for-lenders-and-analysts-3-parts-sp19>

#### **Understanding C&I Loan Structuring, Loan Agreements and Covenants**

with Richard Hamm, on April 9, 16 & 23 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/452372-understanding-c-i-loan-structuring-loan-agreements-and-covenants-3-parts-sp19>

#### **Community Bank Mergers and Acquisitions Simplified**

with Greyson Tuck, on April 11 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/458698-community-bank-mergers-and-acquisitions-simplified-sp19>

### **Evolution of Ransomware**

with Shane Daniel, on April 12 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/454445-evolution-of-ransomware-sp19>

### **Growing Long-Term Retail Deposits - Withdrawal-Only Deposit Accounts**

with Neil Stanley, on April 18 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/437896-growing-long-term-retail-deposits-withdrawal-only-deposit-accounts-sp19>

### **Predicting Future Job Performance through Behavioral Based Interviews**

with Ann Knutson, on April 24 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/458725-predicting-future-job-performance-through-behavioral-based-interviews-sp19>

### **Mentoring Relationships - How Having a Mentor and Being a Mentor Helps You Succeed in Your Career**

with Marcia Malzahn, on April 25 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/437898-mentoring-relationships-how-having-a-mentor-and-being-a-mentor-helps-you-succeed-in-your-career-sp19>

### **Growing Long-Term Retail Deposits - Misunderstood Opportunities in Early Withdrawal Penalties**

with Neil Stanley, on April 25 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/437892-growing-long-term-retail-deposits-misunderstood-opportunities-in-early-withdrawal-penalties-sp19>

### **Managing Generations in Today's Workplace**

with Patrice McGuire, on April 26 from 9:30-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/458723-managing-generations-in-today-s-workplace-sp19>

### **Internal Controls for Lean Organizations**

with Marc Courey, on April 30 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/458721-internal-controls-for-lean-organizations-sp19>

### **Employment Law Update**

with Patty Wise, on May 1, 8 & 15 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/452370-employment-law-update-3-parts-sp19>

### **FDICIA - An Acquisition Away**

with Sara Miukta, on May 2 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/458717-fdicia-an-acquisition-away-sp19>

### **Negotiation Skills for the HR Professional**

with Ann Knutson, on May 8 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/437889-negotiation-skills-for-the-hr-professional-sp19>

### **Vendor Management – How Model Risk Fits In**

with Marcia Malzahn, on May 9 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/437888-vendor-management-how-model-risk-fits-in-sp19>

### **Recipe for an Effective Sales Environment**

with Tom Hershberger, on May 9 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/458711-recipe-for-an-effective-sales-environment-sp19>

## **How to Build an Employee Referral Program That Works**

with Tom Hershberger, on May 9 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/458713-how-to-build-an-employee-referral-program-that-works-sp19>

## **Trusts for Planning, Privacy and Protection**

with Jim Lethert, on May 14 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/458709-trusts-for-planning-privacy-and-protection-sp19>

## **Commercial Real Estate Lending in Today's Economy**

with David Osburn, on May 14 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/458707-commercial-real-estate-lending-in-today-s-economy-sp19>

## **Using Process Improvement Tools to Streamline Resolution of Audit and Regulatory Exam Findings**

with Danielle Heidemann, on May 16 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/437872-using-process-improvement-tools-to-streamline-resolution-of-audit-and-regulatory-exam-finding-sp19>

## **Interviewing Skills for Better Hires**

with Patrice McGuire, on May 17 from 9:30-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/460261-interviewing-skills-for-better-hires-sp19>

## **Cyber Incident Response Best Practices**

with Buzz Hillestad, on May 17 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/460263-cyber-incident-response-best-practices-sp19>

## **Problem Loan Workout in Today's Market**

with David Osburn, on May 21 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/460257-problem-loan-workout-in-today-s-market-sp19>

## **Loan Documentation for Secured Commercial Lending Transactions**

with David Osburn, on May 21 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/460259-loan-documentation-for-secured-commercial-lending-transactions-sp19>

## **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](https://gsb.org)**