

# GSB Online Seminars Summer 2020

*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>

## ***A/L MANAGEMENT***

### **The Nuts & Bolts of Asset/Liability Management**

with Dave Koch, on June 24 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/754927-the-nuts-bolts-of-asset-liability-management-sp20>

### **Funding Strategy in Today's Market**

with Dave Koch, on July 8 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/754933-funding-strategy-in-today-s-market-sp20>

### **Core Deposits - Impact on ALCO Measures & Funding Plans**

with Dave Koch, on August 5 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/754931-core-deposits-impact-on-alco-measures-funding-plans-sp20>

## ***GENERAL BANKING***

### **Leading More Successful Projects**

with Shawn Belling, on June 4 & 11 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/809347-leading-more-successful-projects-2-parts-s20>

### **Project Management: Prioritize for Success**

with Shawn Belling, on June 18 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824722-project-management-prioritize-for-success-s20>

### **Banking the Independent Business**

with Steve LeFever, on June 25 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/829134-banking-the-independent-business-s20>

### **Accounting Basics/Refresher for Bankers**

with David Osburn, on July 7 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824551-accounting-basics-refresher-for-bankers-s20>

## ***HR MANAGEMENT***

### **Interviewing Skills for Better Hires**

with Patrice McGuire, on July 10 from 9:30-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/705838-interviewing-skills-for-better-hires-sp20>

### **Employment Law Update**

with Patty Wise, on July 21, 28 & August 4 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/697545-employment-law-update-3-parts-sp20>

### **Emotional Intelligence**

with Ann Knutson, on July 22 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/700060-emotional-intelligence-sp20>

### **Negotiations 101**

with Nan Gesche, on July 23 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/701775-negotiations-101-sp20>

### **How to Disagree Without Being Disagreeable**

with Nan Gesche, on August 4 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/701781-how-to-disagree-without-being-disagreeable-sp20>

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

with Patrice McGuire, on August 7 from 9:30-11:00 a.m. Central Time

<https://gsb.learnupon.com/store/705842-managing-generations-in-today-s-workplace-sp20>

## ***IRA TRAINING***

### **CARES Act Legislative Update**

with Ascensus, on May 21 from 9:30-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/809557-cares-act-legislative-update-s20>

## ***LENDING***

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

with David Osburn, on May 19 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/701696-problem-loan-workout-in-today-s-market-sp20>

### **Commercial and Industrial Lending in Today's Competitive Market**

with David Osburn, on May 19 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/697531-commercial-and-industrial-lending-in-today-s-competitive-market-sp20>

### **Advanced Tax Return Analysis**

with David Osburn, on May 20 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/697509-advanced-tax-return-analysis-sp20>

### **SBA Loans - How to Save Your Customers AND Your Bank's Capital**

with Mike Wear & Suzanne Stearman, on May 27 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824639-sba-loans-how-to-save-your-customers-and-your-bank-s-capital-s20>

## ***LENDING (cont'd)***

### **Commercial Real Estate Lending: Issues in Underwriting Construction Loans and Determining Key Risks**

with Richard Hamm, on June 2 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/785829-commercial-real-estate-lending-issues-in-underwriting-construction-loans-and-determining-key-risks-sp20>

### **Business Financial Statements & Tax Returns: Developing and Analyzing a Statement of Cash Flows**

with Richard Hamm, on June 2 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/785921-business-financial-statements-tax-returns-developing-and-analyzing-a-statement-of-cash-flows-sp20>

### **Commercial Lending: Introduction to Global Cash Flow, Regulatory Issues, Formats, Schedule K-1s and the Schedule E Dilemma**

with Richard Hamm, on June 2 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824644-commercial-lending-introduction-to-global-cash-flow-regulatory-issues-formats-schedule-k-1s-and-the-schedule-e-dilemma-s20>

### **Commercial Real Estate Lending: Administering and Monitoring Commercial Construction Loans**

with Richard Hamm, on June 9 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/785888-commercial-real-estate-lending-administering-and-monitoring-construction-loans-sp20>

### **Business Financial Statements & Tax Returns: Developing and Analyzing the Uniform Credit Analysis (UCA) Model**

with Richard Hamm, on June 9 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/785957-business-financial-statements-tax-returns-developing-and-analyzing-the-uniform-credit-analysis-uca-model-sp20>

### **Commercial Lending: Global Cash Flow Mechanics and Calculations, Including Personal Taxes and Living Expenses**

with Richard Hamm, on June 9 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824671-commercial-lending-global-cash-flow-mechanics-and-calculations-including-personal-taxes-and-living-expenses-s20>

### **Introduction to Consumer Lending**

with David Osburn, on June 15 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/823954-introduction-to-consumer-lending-s20>

### **Consumer Lending: Administering & Monitoring Residential Construction Loans**

with Richard Hamm, on June 16 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/785883-consumer-lending-administering-monitoring-residential-construction-loans-sp20>

### **Business Financial Statements & Tax Returns: How the Working Capital Cycle, Equipment Purchases and Other Factors Affect Cash Flow**

with Richard Hamm, on June 16 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/785993-business-financial-statements-tax-returns-the-working-capital-cycle-and-equipment-finance-leasing-issues-sp20>

### **Commercial Lending: Moving from Global Cash Flow to Global Analysis of Business Holdings and Contingent Liabilities, Including Commercial Real Estate**

with Richard Hamm, on June 16 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824717-commercial-lending-moving-from-global-cash-flow-to-global-analysis-of-business-holdings-and-contingent-liabilities-including-commercial-real-estate-s20>

### **Introduction to Commercial Lending**

with David Osburn, on June 19 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/823976-introduction-to-commercial-lending-s20>

## ***LENDING (cont'd)***

### **Business Financial Statements & Tax Returns: Financial Statement Components, Structures and Levels of Account Involvement**

with Richard Hamm, on July 2 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/826692-business-financial-statements-tax-returns-financial-statement-components-structures-and-levels-of-account-involvement-s20>

### **Commercial Lending: Loan Structuring Basics, Including Terminology and Four Key Factors**

with Richard Hamm, on July 2 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/827910-commercial-lending-loan-structuring-basics-including-terminology-and-four-key-factors-s20>

### **Consumer Lending: Analyzing Personal Financial Statements and Loan Applications plus Key Ratios**

with Richard Hamm, on July 2 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/826734-consumer-lending-analyzing-personal-financial-statements-and-loan-applications-plus-key-ratios-s20>

### **Business Financial Statements & Tax Returns: Cash vs. Accrual Accounting Refresher**

with Richard Hamm, on July 9 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/826469-business-financial-statements-tax-returns-cash-vs-accrual-accounting-refresher-s20>

### **Commercial Lending: Best Practices for Structuring and Underwriting Lines of Credit, Bridge Loans, Term Loans and Seasonal Credits**

with Richard Hamm, on July 9 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/786156-commercial-lending-best-practices-for-structuring-and-underwriting-lines-of-credit-bridge-loans-term-loans-and-seasonal-credits-sp20>

### **Consumer Lending: Overview of Credit History, Role of Collateral and Other Factors**

with Richard Hamm, on July 9 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827219-consumer-lending-overview-of-credit-history-role-of-collateral-and-other-factors-s20>

### **The Landscape of Agriculture Today and Tomorrow**

with Mike Boehlje, on July 14 & 16 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/823757-landscape-of-agriculture-today-and-tomorrow-2-parts-s20>

### **Managing TDRs Start to Finish: Initial Identification to Rewriting to Non-TDR Status**

with Aaron Lewis, on July 15 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824627-managing-tdrs-start-to-finish-initial-identification-to-rewriting-to-non-tdr-status-s20>

### **Business Financial Statements & Tax Returns: Creating a Business Tax Return and Comparing/Mapping to a Conventional Financial Statement**

with Richard Hamm, on July 16 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/826493-business-financial-statements-tax-returns-creating-a-business-tax-return-and-comparing-mapping-to-a-conventional-financial-statement-s20>

### **Commercial Lending: Loan Agreements and Covenants**

with Richard Hamm, on July 16 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/786164-commercial-lending-commercial-lending-loan-agreements-and-covenants-sp20>

### **Consumer Lending: Overview of Residential Mortgages and Home Equity Lending**

with Richard Hamm, on July 16 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827230-consumer-lending-overview-of-residential-mortgages-and-home-equity-lending-s20>

## ***LENDING (cont'd)***

### **Key Ratio Analysis: Calculating and Interpreting the Numbers Correctly**

with David Osburn, on July 22 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824573-key-ratio-analysis-calculating-and-interpreting-the-numbers-correctly-s20>

### **Business Financial Statements & Tax Returns: Developing and Analyzing Key Ratios**

with Richard Hamm, on July 23 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/826576-business-financial-statements-tax-returns-developing-and-analyzing-key-ratios-s20>

### **Commercial Lending: Five Keys to Better Credit Memos and Loan Packages**

with Richard Hamm, on July 23 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/827279-commercial-lending-five-keys-to-better-credit-memos-and-loan-packages-s20>

### **Commercial Lending: Three Steps to Improving Loan Pricing and Profitability**

with Richard Hamm, on July 23 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827290-commercial-lending-three-steps-to-improving-loan-pricing-and-profitability-s20>

### **Problem Loan Identification and Resolution**

with Mike Davis, on July 28 & 29 from 9:00-10:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824748-problem-loan-identification-and-resolution-2-parts-s20>

### **Commercial Real Estate Appraisals: Overview of Evaluations, Validations of Existing Appraisals and Third Party Review**

with Richard Hamm, on August 4 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/824831-commercial-real-estate-appraisals-overview-of-evaluations-validations-of-existing-appraisals-and-third-party-review-s20>

### **Personal Tax Returns and Cash Flow: Focus on the Individual, Sole Proprietorships, Rental Property and Farms**

with Richard Hamm, on August 4 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824887-personal-tax-returns-and-cash-flow-focus-on-the-individual-sole-proprietorships-rental-property-and-farms-s20>

### **Loan Documentation: Roles and Functions of Key Commercial Documents PRIOR to Closing**

with Richard Hamm, on August 4 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827245-loan-documentation-roles-and-functions-of-key-commercial-documents-prior-to-closing-s20>

### **The Evolution of Data Science and Its Impacts on Consumer Lending**

with Jennifer Priestly, on August 5 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824662-the-evolution-of-data-science-and-its-impacts-on-consumer-lending-s20>

### **Commercial Real Estate Appraisals: Approaches to Value De-Mystified**

with Richard Hamm, on August 11 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/824897-commercial-real-estate-appraisals-approaches-to-value-de-mystified-s20>

### **Personal Tax Returns and Cash Flow: Focus on Business Owners and/or Self-Employed with Pass-Through Income from Schedule K-1s**

with Richard Hamm, on August 11 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824936-personal-tax-returns-and-cash-flow-focus-on-business-owners-and-or-self-employed-with-pass-through-income-from-schedule-k-1s-s20>

### **Loan Documentation: Understanding the Roles and Functions of Key Commercial Documents AT Closing**

with Richard Hamm, on August 11 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827253-loan-documentation-understanding-the-roles-and-functions-of-key-commercial-documents-at-closing-s20>

## ***LENDING (cont'd)***

### **Lending to Churches and Non-profits**

with Aaron Lewis, on August 12 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824928-lending-to-churches-and-non-profits-s20>

### **Growing Your Bank – The Real Life Implications of the Regulatory Compensation Rules**

with Bill Elliott, on August 17 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824938-growing-your-bank-the-real-life-implications-of-the-regulatory-compensation-rules-s20>

### **Commercial Real Estate Appraisals: Key Appraisal Components Beyond the Approaches to Value**

with Richard Hamm, on August 18 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/824976-commercial-real-estate-appraisals-key-appraisal-components-beyond-the-approaches-to-value-s20>

### **Advanced Personal and Global Cash Flow Issues: Capital Gains, Recurring/Non-Recurring Items, Loss Carryforwards and Others**

with Richard Hamm, on August 18 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824954-advanced-personal-and-global-cash-flow-issues-capital-gains-recurring-non-recurring-items-loss-carryforwards-and-others-s20>

### **Commercial Real Estate Lending: Cap Rates & Factors Beyond Debt Cover and Loan To Value**

with Richard Hamm, on August 18 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827307-commercial-real-estate-lending-cap-rates-factors-beyond-debt-cover-and-loan-to-value-s20>

### **Successor in Interest – Protection that Most Banks Ignore**

with Bill Elliott, on August 24 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/827139-successor-in-interest-protection-that-most-banks-ignore-s20>

## ***MANAGEMENT***

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

with Greyson Tuck, on May 19 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/793765-community-bank-capital-raising-simplified-sp20>

### **Innovating to Meet Customer Needs in a Post-Pandemic World**

with JP Nicols, on July 22 & 23 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824764-innovating-to-meet-customer-needs-in-a-post-pandemic-world-2-parts-s20>

### **Leadership & Negotiation Skills for the Workplace**

with Marci Malzahn, on August 13 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/705845-leadership-and-negotiation-skills-for-the-workplace-sp20>

## ***MARKETING***

### **Marketing Strategy Post Pandemic: The New Normal**

with Jay Coakley, on June 24 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/824534-marketing-strategy-post-pandemic-the-new-normal-s20>

### **Brand Strategy: The Key to Higher Margins**

with Jay Coakley, on August 12 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824606-brand-strategy-the-key-to-higher-margins-s20>

## **RELATIONSHIP BANKING**

### **Retail Strategy by the Numbers**

with Jay Coakley, on July 15 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824595-retail-strategy-by-the-numbers-s20>

### **Mastering LinkedIn for Bankers: LinkedIn Myths, Mistakes and Milestones**

with Jack Hubbard, on July 16 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/825090-mastering-linkedin-for-bankers-linkedin-myths-mistakes-and-milestones-s20>

### **Manage Your Core Assets: Teams**

with Tom Hershberger, on July 16 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824949-manage-your-core-assets-teams-s20>

### **Customer Experience Management - Lead It Or Lose It**

with Tom Hershberger, on July 23 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824952-customer-experience-management-lead-it-or-lose-it-s20>

### **Mastering LinkedIn for Bankers: Establish Your Professional Brand**

with Brynne Tilman, on July 23 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824985-mastering-linkedin-for-bankers-establish-your-professional-brand-s20>

### **Manage Your Core Assets: Relationships**

with Tom Hershberger, on July 23 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824958-manage-your-core-assets-relationships-s20>

### **Manage Your Core Assets: Brand**

with Tom Hershberger, on July 28 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824964-manage-your-core-assets-brand-s20>

### **Mastering LinkedIn for Bankers: Connection Strategies**

with Brynne Tilman, on July 30 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824998-mastering-linkedin-for-bankers-connection-strategies-s20>

### **Every Employee is Responsible for Customer Growth**

with Tom Hershberger, on August 6 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824969-every-employee-is-responsible-for-customer-growth-s20>

### **Mastering LinkedIn for Bankers: Prospecting and Building Relationships**

with Brynne Tilman, on August 6 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/825075-mastering-linkedin-for-bankers-prospecting-and-building-relationships-s20>

### **Mastering LinkedIn for Bankers: Engage with Insights**

with Brynne Tilman, on August 13 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/825003-mastering-linkedin-for-bankers-engage-with-insights-s20>

### **Using Sales Navigator: The World's Best Prospecting Tool**

with Brynne Tilman, on August 20 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/825099-using-sales-navigator-the-world-s-best-prospecting-tool-s20>

## **TECHNOLOGY**

### **The FFIEC Cloud Computing Security Joint Statement: What Do You Need to Know?**

with Jon Waldman, on June 4 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/828076-the-ffiec-cloud-computing-security-joint-statement-what-do-you-need-to-know-s20>

### **The Evolution of Ransomware**

with Shane Daniel, on June 19 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/698484-the-evolution-of-ransomware-sp20>

### **Cyber Incident Response Best Practices**

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

<https://gsb.virtualvenues.com/store/697538-cyber-incident-response-best-practices-sp20>

### **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:

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