

GSB Online Seminars

November – December 2022

*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 <https://www.gsb.org/schools-programs/online-seminars/choose-a-seminar/>

A/L MANAGEMENT

Pricing Loans in Volatile Market Conditions

with Darryl Mataya, on November 11 from 2:00-3:30 p.m. Central Time
watch GSB website for details

GENERAL BANKING

A Passion for Women in Leadership - Encouraging the Next Generation of Women Leaders

with Marcia Malzahn, on November 8 from 2:00-3:30 p.m. Central Time
<https://www.gsb.org/product/a-passion-for-women-in-leadership-encouraging-the-next-generation-of-women-leaders/>

HR MANAGEMENT

Emotionally Intelligent Leadership

with Vicki Kraai, on November 4 from 2:00-3:30 p.m. Central Time
<https://www.gsb.org/product/emotionally-intelligent-leadership/>

Hiring for the Right Fit

with Vicki Kraai, on November 29 from 2:00-3:30 p.m. Central Time
<https://www.gsb.org/product/hiring-for-the-right-fit/>

LENDING

Advanced Financial Statement Analysis

with David Osburn, on November 8 from 2:00-3:30 p.m. Central Time
<https://www.gsb.org/product/advanced-financial-statement-analysis/>

Advanced Cash Flow Analysis

with David Osburn, on November 14 from 2:00-3:30 p.m. Central Time
<https://www.gsb.org/product/advanced-cash-flow-analysis-2/>

LENDING (cont'd)

Advanced Tax Return Analysis for the Banker

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

<https://www.gsb.org/product/advanced-tax-return-analysis-for-the-banker/>

Business Financial Statements and Tax Returns: Components of Business Financial Statements & Tax Returns

with Richard Hamm, on November 22 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-components-of-business-financial-statements-tax-returns/>

Commercial Lending: Four Keys to Loan Structuring

with Richard Hamm, on November 22 from 10:30 a.m.-12:00 p.m. Central Time

<https://www.gsb.org/product/commercial-lending-four-keys-to-loan-structuring/>

Consumer Lending: Analyzing Personal Financial Statements and Loan Applications

with Richard Hamm, on November 22 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/consumer-lending-analyzing-personal-financial-statements-and-loan-applications/>

Commercial and Industrial (C&I) Lending in Today's Competitive Market

with David Osburn, on November 28 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/commercial-and-industrial-ci-lending-in-todays-competitive-market/>

Business Financial Statements and Tax Returns: Cash vs. Accrual Accounting Refresher

with Richard Hamm, on November 29 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-cash-vs-accrual-accounting-refresher/>

Commercial Lending: Best Practices for Lines of Credit, Term Loans and Other Credit Facilities

with Richard Hamm, on November 29 from 10:30-12:00 p.m. Central Time

<https://www.gsb.org/product/commercial-lending-best-practices-for-lines-of-credit-term-loans-and-other-credit-facilities/>

Consumer Lending: Overview of Credit History and the Role of Collateral

with Richard Hamm, on November 29 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/consumer-lending-overview-of-credit-history-and-the-role-of-collateral/>

Problem Loan Workout in Today's Market

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

<https://www.gsb.org/product/problem-loan-workout-in-todays-market/>

Business Financial Statements and Tax Returns: Navigating and Analyzing a Business Tax Return

with Richard Hamm, on December 6 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-navigating-and-analyzing-a-business-tax-return/>

Commercial Lending: Loan Agreements and Covenants

with Richard Hamm, on December 6 from 10:30 a.m.-12:00 p.m. Central Time

<https://www.gsb.org/product/commercial-lending-loan-agreements-and-covenants/>

Consumer Lending: Overview of Residential Mortgages and Home Equity Lending

with Richard Hamm, on December 6 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/consumer-lending-overview-of-residential-mortgages-and-home-equity-lending/>

Business Financial Statements and Tax Returns: Developing and Analyzing Key Financial Ratios

with Richard Hamm, on December 13 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-key-financial-ratios/>

LENDING (cont'd)

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

with Richard Hamm, on December 13 from 10:30 a.m.-12:00 p.m. Central Time

<https://www.gsb.org/product/commercial-lending-five-keys-to-better-credit-memos-and-loan-packages/>

Commercial Lending: Improving Commercial Loan Pricing and Profitability

with Richard Hamm, on December 13 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/commercial-lending-improving-commercial-loan-pricing-and-profitability/>

MANAGEMENT

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

with Marcia Malzahn, on November 17 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/three-key-risk-assessments-in-your-erm-program-erm-it-and-internal-controls/>

MARKETING

How to Move from Effective Advertising to Strategic Marketing

with Tom Hershberger & Kyle Hershberger, on November 16 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/how-to-move-from-effective-advertising-to-strategic-marketing/>

TECHNOLOGY

Vendor Management Process Improvements

with John Helland, on November 4 from 10:00-11:30 a.m. Central Time

<https://www.gsb.org/product/vendor-management-process-improvements/>

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://www.gsb.org)