

# GSB Online Seminars

## September – October 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***

#### **Fundamentals of Interest Rate Swaps and Caps**

with Dan Dwyer, on October 4 & 5 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/fundamentals-of-interest-rate-swaps-and-caps/>

#### **The Current Need for Capital Stress Testing**

with Zach Englert, on October 5 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/loan-portfolio-stress-testing/>

#### **A Beginners Guide to Asset/Liability Management**

with Susan Sharbel, on October 19 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/a-beginners-guide-to-asset-liability-management-2/>

### ***HR MANAGEMENT***

#### **Negotiations 101**

with Nan Gesche, on September 29 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/negotiations-101/>

#### **Onboarding Your New Hire - An Experience or an Afterthought?**

with Vicki Kraai, on October 5 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/onboarding-your-new-hire-an-experience-or-an-afterthought/>

#### **Epic Fail: Recalibrating Team Focus**

with Nan Gesche, on October 11 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/epic-fail-re-calibrating-team-focus/>

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

with Patrice McGuire, on October 14 from 9:30-11:00 a.m. Central Time  
<https://www.gsb.org/product/interviewing-skills-for-better-hires/>

#### **The Human Side of Digital Transformation**

with Nan Gesche, on October 25 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/the-human-side-of-digital-transformation/>

#### **Employee Engagement & Retention Strategies**

with Vicki Kraai, on October 26 from 2:00-3:30 p.m. Central Time  
<https://www.gsb.org/product/employee-engagement-retention-strategies/>

## **LENDING**

### **CRE Appraisals: Overview of Appraisal Rules/Guidelines and the Review Process**

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

<https://www.gsb.org/product/cre-appraisals-overview-of-appraisal-rules-guidelines-and-the-review-process/>

### **CRE Lending: Developing a Cash Flow and Key Ratios**

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

<https://www.gsb.org/product/cre-lending-developing-a-cash-flow-and-key-ratios/>

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

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

<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-sole-proprietorships-rental-property-and-farms/>

### **Introduction to Consumer Lending**

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

<https://www.gsb.org/product/introduction-to-consumer-lending/>

### **CRE Appraisals: Appraisal Approaches to Value De-mystified**

with Richard Hamm, on September 20 from 10:30 a.m.-12:00 p.m. Central Time

<https://www.gsb.org/product/cre-appraisals-appraisal-approaches-to-value-de-mystified/>

### **CRE Lending: Cap Rates and Factors Beyond Debt Coverage and Loan-to-Value**

with Richard Hamm, on September 20 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/cre-lending-cap-rates-and-factors-beyond-debt-coverage-and-loan-to-value/>

### **Credit Analysis Basics**

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

<https://www.gsb.org/product/credit-analysis-basics/>

### **Personal Tax Returns and Cash Flow: Focus on Pass-Through Entities and Schedule K-1s**

with Richard Hamm, on September 20 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-pass-through-entities-and-schedule-k-1s/>

### **Introduction to Commercial Lending**

with David Osburn, on September 26 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/introduction-to-commercial-lending/>

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

with David Osburn, on September 27 from 10:00-11:30 a.m. Central Time

<https://www.gsb.org/product/accounting-basics-refresher-for-bankers-2/>

### **CRE Appraisals: Key Appraisal Components Beyond the Approaches to Value**

with Richard Hamm, on September 27 from 10:30 a.m.-12:00 p.m. Central Time

<https://www.gsb.org/product/cre-appraisals-key-appraisal-components-beyond-the-approaches-to-value/>

### **CRE Lending: Issues with Property Types & Lease Structures**

with Richard Hamm, on September 27 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/cre-lending-issues-with-property-types-lease-structures/>

### **Personal Tax Returns and Cash Flow: Focus on Global Cash Flow as an Underwriting Tool for Businesses and Owners**

with Richard Hamm, on September 27 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-global-cash-flow-as-an-underwriting-tool-for-businesses-and-owners/>

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

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

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

<https://www.gsb.org/product/key-ratio-analysis-calculating-and-interpreting-the-numbers-correctly/>

### **CRE Appraisals: Overview of Evaluations and Other Valuation Options**

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

<https://www.gsb.org/product/cre-appraisals-overview-of-evaluations-and-other-valuation-options/>

### **CRE Lending: Developing a Global Analysis of Property Holdings**

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

<https://www.gsb.org/product/cre-lending-developing-a-global-analysis-of-property-holdings/>

### **Personal Tax Returns and Cash Flow: Advanced Personal Cash Flow Issues, Including Capital Gains**

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

<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-advanced-personal-cash-flow-issues-including-capital-gains/>

### **Prospecting: Develop a Winning Strategy and Activity Plan**

with Joe Micallef, on October 10 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/prospecting-develop-a-winning-strategy-and-activity-plan/>

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

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

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-a-statement-of-cash-flows/>

### **Commercial Lending: Introduction to Global Cash Flow**

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

<https://www.gsb.org/product/commercial-lending-introduction-to-global-cash-flow/>

### **Construction Lending: Issues in Underwriting Commercial Construction Loans**

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

<https://www.gsb.org/product/construction-lending-issues-in-underwriting-commercial-construction-loans/>

### **Managing Your Ag Loan Portfolio 2022 and Beyond**

with Rob Newberry, on October 11 from 10:00-11:00 a.m. Central Time

watch GSB website for details

### **Basic Personal & Business Tax Return Analysis**

with David Osburn, on October 12 from 10:00-11:30 a.m. Central Time

<https://www.gsb.org/product/basic-personal-business-tax-return-analysis/>

### **Prospecting: Get More Meetings with the Prospects You Want**

with Joe Micallef, on October 17 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/prospecting-get-more-meetings-with-the-prospects-you-want/>

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

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

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-the-uniform-credit-analysis-uca-model/>

### **Commercial Lending: Global Cash Flow Mechanics, Including Living Expenses**

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

<https://www.gsb.org/product/commercial-lending-global-cash-flow-mechanics-including-living-expenses/>

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

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

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

<https://www.gsb.org/product/construction-lending-administering-and-monitoring-commercial-construction-loans/>

### **How to Craft an Effective Commercial Loan Write-Up**

with David Osburn, on October 18 from 10:00-11:30 a.m. Central Time

<https://www.gsb.org/product/how-to-craft-an-effective-commercial-loan-write-up/>

### **Prospecting: Conduct Persuasive Prospect Meetings & Create Compelling Proposals**

with Joe Micallef, on October 24 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/prospecting-conduct-persuasive-prospect-meetings-create-compelling-proposals/>

### **Business Financial Statements and Tax Returns: Advanced Cash Flow Issues: Working Capital and Fixed Asset Expenditures**

with Richard Hamm, on October 25 from 10:30 a.m.-12:00 p.m. Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-advanced-cash-flow-issues-working-capital-and-fixed-asset-expenditures/>

### **Commercial Lending: Expanding from Global Cash Flow into Global Analysis**

with Richard Hamm, on October 25 from 1:00-2:30 p.m. Central Time

<https://www.gsb.org/product/commercial-lending-expanding-from-global-cash-flow-into-global-analysis/>

### **Construction Lending: Administering and Monitoring Residential Construction Loans**

with Richard Hamm, on October 25 from 8:30-10:00 a.m. Central Time

<https://www.gsb.org/product/construction-lending-administering-and-monitoring-residential-construction-loans/>

### **Prospecting: Win More Business at the Price You Want**

with Joe Micallef, on October 31 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/prospecting-win-more-business-at-the-price-you-want/>

## **MANAGEMENT**

### **Five Cultural Changes That Must Become Business as Usual**

with Tom Hershberger & Kyle Hershberger, on September 8 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/five-cultural-changes-that-must-become-business-as-usual/>

### **The AML Act of 2022 and the FinCEN Priorities**

with Terri Luttrell, on September 21 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/the-aml-act-of-2022-and-the-fincen-priorities/>

### **Creating the Right Enterprise Risk Management ERM Program for YOUR Community Bank**

with Marcia Malzahn, on September 29 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/creating-the-right-enterprise-risk-management-erm-program-for-your-community-bank/>

### **How to Have Difficult Conversations**

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

<https://www.gsb.org/product/how-to-have-difficult-conversations/>

### **Human Trafficking: Closer to Home Than You Think**

with Terri Luttrell, on October 18 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/human-trafficking-closer-to-home-than-you-think/>

## **MANAGEMENT (cont'd)**

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

with Tom Hershberger & Kyle Hershberger, on October 19 from 2:00-3:30 p.m. Central Time

<https://www.gsb.org/product/customer-experience-management-lead-it-or-lose-it/>

### **Characteristics of Strong Risk Assessments and Tools to Monitor and Report Results**

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

<https://www.gsb.org/product/characteristics-of-strong-risk-assessments-and-tools-to-monitor-and-report-results/>

## **TECHNOLOGY**

### **6 Steps of an IT Audit Program**

with Ron Jupiter, on September 23 from 10:00-11:30 a.m. Central Time

<https://www.gsb.org/product/6-steps-of-an-it-audit-program/>

### **Reporting Critical Information Security Areas Upstream**

with SBS CyberSecurity, on October 14 from 10:00-11:30 a.m. Central Time

<https://www.gsb.org/product/reporting-critical-information-security-areas-upstream/>

## **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
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- Competitive pricing—one fee allows multiple attendees to participate through a single connection and includes all handouts and materials
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- The faculty and expertise of the nation's most respected graduate banking school

**For additional information, please visit [gsb.org](https://www.gsb.org)**