

GSB Online Seminars

January – February 2023

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, please click on the links below or copy/paste them into your address bar:

A/L MANAGEMENT

Beyond CECL: Stress Testing, AML and Financial Planning-Sp23 on Feb 15, 2023 from 2:00-3:00 p.m. CT Central Time
<https://www.gsb.org/product/beyond-cecl-stress-testing-aml-and-financial-planning/>

Refining Deposit Strategy in 2023 and Beyond-Sp23 on Feb 22, 2023 from 2:00-3:30 p.m. CT Central Time
<https://www.gsb.org/product/refining-deposit-strategy-in-2023-and-beyond-sp23/>

GENERAL BANKING

The Business of Banking-Sp23 2-part program on Jan 31 & Feb 2, 2023 from 9:30-11:30 a.m. CT Central Time
<https://www.gsb.org/product/the-business-of-banking-sp23/>

HR MANAGEMENT

Employee Retention Strategies in a Dynamic Labor Market-Sp23 on Feb 15, 2023 from 10:00-11:00 a.m. Central Time
<https://www.gsb.org/product/employee-retention-strategies-in-a-dynamic-labor-market-sp23/>

Creating a Collaborative Work Environment I LOVE My Job - Engagement and Beyond-Sp23 on Feb 23, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/creating-a-collaborative-work-environment-i-love-my-job-engagement-and-beyond-sp23/>

LENDING

Business Financial Statements and Tax Returns: Components of Business Financial Statements & Tax Returns-Sp23 on Feb 7, 2023 from 8:30-10:00 a.m. CT Central Time
<https://www.gsb.org/product/business-financial-statements-and-tax-returns-components-of-business-financial-statements-tax-returns-sp23/>

CRE Lending: Developing a Cash Flow and Key Ratios-Sp23 on Feb 7, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/cre-lending-developing-a-cash-flow-and-key-ratios-sp23/>

Personal Tax Returns and Cash Flow: Focus on Sole Proprietorships, Rental Property and Farms-Sp23 on Feb 7, 2023 from 1:00-2:30 p.m. CT Central Time
<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-sole-proprietorships-rental-property-and-farms-sp23/>

Credit Risk Management in a Recession-Sp23 on Feb 9, 2023 from 8:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/credit-risk-management-in-a-recession-sp23/>

LENDING (cont'd)

Business Financial Statements and Tax Returns: Cash vs. Accrual Accounting Refresher-Sp23 on Feb 14, 2023 from 8:30-10:00 a.m. CT Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-cash-vs-accrual-accounting-refresher-sp23/>

CRE Lending: Cap Rates and Factors Beyond Debt Coverage and Loan-to-Value-Sp23 on Feb 14, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-lending-cap-rates-and-factors-beyond-debt-coverage-and-loan-to-value-sp23/>

Personal Tax Returns and Cash Flow: Focus on Pass-Through Entities and Schedule K-1s-Sp23 on Feb 14, 2023 from 1:00-2:30 p.m. CT Central Time

<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-pass-through-entities-and-schedule-k-1s-sp23/>

Business Financial Statements and Tax Returns: Navigating and Analyzing a Business Tax Return-Sp23 on Feb 21, 2023 from 8:30-10:00 a.m. CT Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-navigating-and-analyzing-a-business-tax-return-sp23/>

CRE Lending: Issues with Property Types & Lease Structures-Sp23 on Feb 21, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-lending-issues-with-property-types-lease-structures-sp23/>

Personal Tax Returns and Cash Flow: Focus on Global Cash Flow as an Underwriting Tool for Businesses and Owners-Sp23 on Feb 21, 2023 from 1:00-2:30 p.m. CT 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-sp23/>

Business Financial Statements and Tax Returns: Developing and Analyzing Key Financial Ratios-Sp23 on Feb 28, 2023 from 8:30-10:00 a.m. CT Central Time

<https://www.gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-key-financial-ratios-sp23/>

CRE Lending: Developing a Global Analysis of Property Holdings-Sp23 on Feb 28, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-lending-developing-a-global-analysis-of-property-holdings-sp23/>

Personal Tax Returns and Cash Flow: Advanced Personal Cash Flow Issues, Including Capital Gains-Sp23 on Feb 28, 2023 from 1:00-2:30 p.m. CT Central Time

<https://www.gsb.org/product/personal-tax-returns-and-cash-flow-advanced-personal-cash-flow-issues-including-capital-gains-sp23/>

MANAGEMENT

Five Cultural Changes that Must Become Business as Usual-Sp23 on Feb 9, 2023 from 10:00-11:30 a.m. CT Central Time

<https://www.gsb.org/product/five-cultural-changes-that-must-become-business-as-usual-sp23/>

Ethical Leadership in the Financial Services Industry - Setting the Bar-Sp23 on Feb 10, 2023 from 10:00-11:30 a.m. CT Central Time

<https://www.gsb.org/product/ethical-leadership-in-the-financial-services-industry-setting-the-bar-sp23/>

M&A for Independent and Community Banks: What You Need to Know-Sp23 on Feb 16, 2023 from 2:00-3:00 p.m. CT Central Time

<https://www.gsb.org/product/ma-for-independent-and-community-banks-what-you-need-to-know-sp23/>

Vendor Management - How Model Risk Fits In-Sp23 on Feb 16, 2023 from 2:00-3:30 p.m. CT Central Time

<https://www.gsb.org/product/vendor-management-how-model-risk-fits-in-sp23/>

RELATIONSHIP BANKING

Implementing a Customer Experience Strategy: Defining, Developing, and Delivering a Superior Customer Experience-Sp23 on Feb 16, 2023 from 10:00-11:30 a.m. CT Central Time

<https://www.gsb.org/product/implementing-a-customer-experience-strategy-defining-developing-and-delivering-a-superior-customer-experience-sp23/>

TECHNOLOGY

FFIEC: How to Structure Your Information Security Program-Sp23 on Jan 27, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/ffiec-how-to-structure-your-information-security-program-sp23/>

Roles and Responsibilities of an ISO-Sp23 on Feb 17, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/roles-and-responsibilities-of-an-iso-sp23/>

GSB Online Seminars March 2023

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, please click on the links below or copy/paste them into your address bar:

A/L MANAGEMENT

Managing Loan Pricing in Changing Rates - How to Stay Abreast and Profitable as Markets Adjust on Mar 1, 2023 from 2:00-3:00 p.m. CT Central Time
<https://www.gsb.org/product/managing-loan-pricing-in-changing-rates-how-to-stay-abreast-and-profitable-as-markets-adjust/>

Stress Testing Amidst a Rising Interest Rate Environment-Sp23 on Mar 22, 2023 from 2:00-3:00 p.m. CT Central Time
<https://www.gsb.org/product/stress-testing-amidst-a-rising-interest-rate-environment/>

HR MANAGEMENT

Navigating Diversity, Equity and Inclusion Within a Polarized Workforce-Sp23 on Mar 2, 2023 from 10:00-11:00 a.m. Central Time
<https://www.gsb.org/product/navigating-diversity-equity-and-inclusion-within-a-polarized-workforce-sp23/>

Hiring for the Right Fit and Beyond-Sp23 on Mar 7, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/hiring-for-the-right-fit-and-beyond-sp23/>

Talent Management - Having the Right People in the Right Seats. Coaching Up or Coaching to Exit?-Sp23 on Mar 16, 2023 from 2:00-3:30 p.m. CT Central Time
<https://www.gsb.org/product/talent-management-having-the-right-people-in-the-right-seats-coaching-up-or-coaching-to-exit-sp23/>

LENDING

Commercial Lending: Introduction to Commercial Lending-Sp23 on Mar 7, 2023 from 8:30-10:00 a.m. CT Central Time
<https://www.gsb.org/product/commercial-lending-introduction-to-commercial-lending-sp23/>

Consumer Lending: Introduction to Consumer Lending-Sp23 on Mar 7, 2023 from 1:00-2:30 p.m. CT Central Time
<https://www.gsb.org/product/consumer-lending-introduction-to-consumer-lending-sp23/>

CRE Appraisals: Overview of Appraisal Rules/Guidelines and the Review Process-Sp23 on Mar 7, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-appraisals-overview-of-appraisal-rules-guidelines-and-the-review-process-sp23/>

Commercial Lending: Introduction to Global Cash Flow-Sp23 on Mar 14, 2023 from 8:30-10:00 a.m. CT Central Time

<https://www.gsb.org/product/commercial-lending-introduction-to-global-cash-flow-sp23/>

Consumer Lending: Analyzing Personal Financial Statements and Loan Applications-Sp23 on Mar 14, 2023 from 1:00-2:30 p.m. CT Central Time

<https://www.gsb.org/product/consumer-lending-analyzing-personal-financial-statements-and-loan-applications-sp23/>

CRE Appraisals: Appraisal Approaches to Value De-mystified-Sp23 on Mar 14, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-appraisals-appraisal-approaches-to-value-de-mystified-sp23/>

LENDING (cont'd)

Fortify Your Loan Policy to Effectively Manage Credit Risk-Sp23 on Mar 16, 2023 from 10:00-11:00 a.m. CT Central Time

<https://www.gsb.org/product/fortify-your-loan-policy-to-effectively-manage-credit-risk/>

Commercial Lending: Global Cash Flow Mechanics, Including Living Expenses-Sp23 on Mar 21, 2023 from 8:30-10:00 a.m. CT Central Time

<https://www.gsb.org/product/commercial-lending-global-cash-flow-mechanics-including-living-expenses-sp23/>

Consumer Lending: Overview of Credit History and the Role of Collateral-Sp23 on Mar 21, 2023 from 1:00-2:30 p.m. CT Central Time

<https://www.gsb.org/product/consumer-lending-overview-of-credit-history-and-the-role-of-collateral-sp23/>

CRE Appraisals: Key Appraisal Components Beyond the Approaches to Value-Sp23 on Mar 21, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-appraisals-key-appraisal-components-beyond-the-approaches-to-value-sp23/>

Commercial Lending: Expanding from Global Cash Flow into Global Analysis-Sp23 on Mar 28, 2023 from 8:30-10:00 a.m. CT Central Time

<https://www.gsb.org/product/commercial-lending-expanding-from-global-cash-flow-into-global-analysis-sp23/>

Consumer Lending: Overview of Residential Mortgages and Home Equity Lending-Sp23 on Mar 28, 2023 from 1:00-2:30 p.m. CT Central Time

<https://www.gsb.org/product/consumer-lending-overview-of-residential-mortgages-and-home-equity-lending-sp23/>

CRE Appraisals: Overview of Evaluations and Other Valuation Options-Sp23 on Mar 28, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time

<https://www.gsb.org/product/cre-appraisals-overview-of-evaluations-and-other-valuation-options-sp23/>

MANAGEMENT

Community Bank Management in the Current Operating Environment-Sp23 on Mar 1, 2023 from 10:00-11:00 a.m. CT Central Time

<https://www.gsb.org/product/community-bank-management-in-the-current-operating-environment-sp23/>

Strategies for Succession Planning and Talent Management-Sp23 on Mar 9, 2023 from 2:00-3:30 p.m. CT Central Time

https://www.gsb.org/?post_type=product&p=9372&preview=true

MARKETING

How to Use Your Brand to Hire the Best People-Sp23 on Mar 15, 2023 from 10:00-11:30 a.m. CT Central Time

<https://www.gsb.org/product/how-to-use-your-brand-to-hire-the-best-people-sp23/>

Money Saving, Money Making Marketing Ideas-Sp23 on Mar 23, 2023 from 10:00-11:30 a.m. CT Central Time

<https://www.gsb.org/product/money-saving-money-making-marketing-ideas-sp23/>

When Does Your Bank Need to Rebrand?-Sp23 on Mar 24, 2023 from 10:00-11:30 a.m. CT Central Time

<https://www.gsb.org/product/when-does-your-bank-need-to-rebrand-sp23/>

TECHNOLOGY

New Technologies in Banking: The Road Ahead-Sp23 on Mar 8, 2023 from 2:00-3:00 p.m. Central Time

<https://www.gsb.org/product/new-technologies-in-banking-the-road-ahead-sp23/>

FFIEC: What Needs to Go Into Your Incident Response Plan?-Sp23 on Mar 17, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/ffiec-what-needs-to-go-into-your-incident-response-plan-sp23/>

GSB Online Seminars April - June 2023

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, please click on the links below or copy/paste them into your address bar:

A/L MANAGEMENT

A Beginners Guide to Asset/Liability Management-Sp23 on May 17, 2023 from 10:00-11:00 a.m. CT Central Time
<https://www.gsb.org/product/a-beginners-guide-to-asset-liability-management-sp23/>

Net Interest Margin Volatility-Sp23 on May 24, 2023 from 2:00-3:00 p.m. CT Central Time
<https://www.gsb.org/product/net-interest-margin-volatility-sp23/>

HR MANAGEMENT

Onboarding Your New Hire - An Experience or an Afterthought?-Sp23 on Apr 5, 2023 from 2:00-3:30 p.m. CT Central Time
<https://www.gsb.org/product/onboarding-your-new-hire-an-experience-or-an-afterthought-sp23/>

How to Effectively Manage Your Virtual Team-Sp23 on Apr 14, 2023 from 9:30-11:00 a.m. CT Central Time
<https://www.gsb.org/product/how-to-effectively-manage-your-virtual-team-sp23/>

Organizational Culture: A Key to a High Performing Bank-Sp23 on Apr 19, 2023 from 10:00-11:00 a.m. Central Time
<https://www.gsb.org/product/organizational-culture-a-key-to-a-high-performing-bank-sp23/>

Employment Law Compliance for Banks-Sp23 on May 3, 2023 from 8:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/employment-law-compliance-for-banks-sp23/>

Reward and Recognition Strategies-Sp23 on May 5, 2023 from 9:30-11:00 a.m. CT Central Time
<https://www.gsb.org/product/reward-and-recognition-strategies-sp23/>

LENDING

Business Financial Statements and Tax Returns: Developing and Analyzing a Statement of Cash Flows-Sp23 on Apr 4, 2023 from 8:30-10:00 a.m. CT Central Time
<https://www.gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-a-statement-of-cash-flows-sp23/>

Commercial Lending: Four Keys to Loan Structuring-Sp23 on Apr 4, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/commercial-lending-four-keys-to-loan-structuring-sp23/>

Commercial Lending: Improving Commercial Loan Pricing and Profitability-Sp23 on Apr 4, 2023 from 1:00-2:30 p.m. CT Central Time
<https://www.gsb.org/product/commercial-lending-improving-commercial-loan-pricing-and-profitability-sp23/>

Business Financial Statements and Tax Returns: Developing and Analyzing the Uniform Credit Analysis (UCA) Model-Sp23 on Apr 11, 2023 from 8:30-10:00 a.m. CT Central Time
<https://www.gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-the-uniform-credit-analysis-uca-model-sp23/>

LENDING (cont'd)

Commercial Lending: Best Practices for Lines of Credit, Term Loans and Other Credit Facilities-Sp23 on Apr 11, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/commercial-lending-best-practices-for-lines-of-credit-term-loans-and-other-credit-facilities-sp23/>

Construction Lending: Issues in Underwriting Commercial Construction Loans-Sp23 on Apr 11, 2023 from 1:00-2:30 p.m. CT Central Time
<https://www.gsb.org/product/construction-lending-issues-in-underwriting-commercial-construction-loans-sp23/>

Business Financial Statements and Tax Returns: Advanced Cash Flow Issues: Working Capital and Fixed Asset Expenditures-Sp23 on Apr 18, 2023 from 8:30-10:00 a.m. CT Central Time
<https://www.gsb.org/product/business-financial-statements-and-tax-returns-advanced-cash-flow-issues-working-capital-and-fixed-asset-expenditures-sp23/>

Commercial Lending: Loan Agreements and Covenants-Sp23 on Apr 18, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/commercial-lending-loan-agreements-and-covenants-sp23/>

Construction Lending: Administering and Monitoring Commercial Construction Loans-Sp23 on Apr 18, 2023 from 1:00-2:30 p.m. CT Central Time
<https://www.gsb.org/product/construction-lending-administering-and-monitoring-commercial-construction-loans-sp23/>

Business Financial Statements and Tax Returns: Advanced Financial Statement Analysis-Sp23 on Apr 25, 2023 from 8:30-10:00 a.m. CT Central Time
<https://www.gsb.org/product/business-financial-statements-and-tax-returns-advanced-financial-statement-analysis-sp23/>

Commercial Lending: Five Keys to Better Credit Memos and Loan Packages-Sp23 on Apr 25, 2023 from 10:30 a.m. - 12:00 p.m. CT Central Time
<https://www.gsb.org/product/commercial-lending-five-keys-to-better-credit-memos-and-loan-packages-sp23/>

Construction Lending: Administering and Monitoring Residential Construction Loans-Sp23 on Apr 25, 2023 from 1:00-2:30 p.m. CT Central Time
<https://www.gsb.org/product/construction-lending-administering-and-monitoring-residential-construction-loans-sp23/>

MANAGEMENT

Treasury Management: A Powerful Tool to Increase Deposits and Fee Income-Sp23 on Apr 6, 2023 from 2:00-3:30 p.m. CT Central Time
<https://www.gsb.org/product/treasury-management-a-powerful-tool-to-increase-deposits-and-fee-income-sp23/>

Understanding the Virtual Currency World-Sp23 on Apr 6, 2023 from 10:00-11:00 a.m. Central Time
<https://www.gsb.org/product/understanding-the-virtual-currency-world-sp23/>

Strategic Planning in Uncertain Times-Sp23 on Apr 12, 2023 from 10:00-11:00 a.m. CT Central Time
<https://www.gsb.org/product/strategic-planning-in-uncertain-times-sp23/>

Perform How You Transform: Digital Transformation and Risk Management-Sp23 on Apr 13, 2023 from 2:00-3:00 p.m. Central Time
<https://www.gsb.org/product/digital-transformation-and-risk-management/>

Navigating the Virtual Currency World-Sp23 on Apr 20, 2023 from 10:00-11:00 a.m. Central Time
<https://www.gsb.org/product/navigating-the-virtual-currency-world-sp23/>

Strategies and Planning for Closely Held and Family Banks-Sp23 on Apr 27, 2023 from 2:00-3:00 p.m. CT Central Time
<https://www.gsb.org/product/strategies-and-planning-for-closely-held-and-family-banks-sp23/>

Every Employee is Responsible for Customer Growth-Sp23 on Apr 27, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/every-employee-is-responsible-for-customer-growth-sp23/>

MARKETING

How a CEO can be Brand Champion of the Organization-Sp23 on Apr 12, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/how-a-ceo-can-be-brand-champion-of-the-organization-sp23/>

Five Social Media Tips to Advance Your Bank's Brand-Sp23 on May 4, 2023 from 2:00-3:30 p.m. Central Time
<https://www.gsb.org/product/five-social-media-tips-to-advance-your-banks-brand-sp23/>

TECHNOLOGY

SSAE18, SOC 1, SOC 2 - What Do I Need?-Sp23 on Apr 21, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/ssae18-soc-1-soc-2-what-do-i-need-sp23/>

FFIEC: How to Build a Business Continuity Management Plan-Sp23 on May 19, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/ffiec-how-to-build-a-business-continuity-management-plan-sp23/>

Using Your BIA and Data Flow Diagrams to Understand Risk-Sp23 on Jun 9, 2023 from 10:00-11:30 a.m. CT Central Time
<https://www.gsb.org/product/using-your-bia-and-data-flow-diagrams-to-understand-risk-sp23/>

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.
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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)