

# Professional Development Directory *2018*

Enhance the knowledge and skills  
you need to deliver the best service  
to your customers and community.



# At-A-Glance Program List

January 17, 18, 19

## 2017-2018 Senior Lender Forums – Session 2 of 3

TBA Gilliam Board Room,  
Nashville

January 24 & 25

## Fundamentals of Compliance

Nashville, TBA Barrett Training  
Center

January 30, 31, February 1

## CEO Forums – Session 1 of 3

TBA Gilliam Board Room,  
Nashville

February 5-7

## The Southeastern School of Advanced Commercial Lending<sup>SM</sup>

TBA Barrett Training Center,  
Nashville

February 7, 8, 9

## CFO/Controller Forums

– Session 1 of 3

TBA Gilliam Board Room,  
Nashville

February 8 & 9

## Essentials of Commercial Lending

TBA Barrett Training Center,  
Nashville

February 13

## 2017-2018 Senior Compliance Officer Forums – Session 2 of 4

TBA Barrett Training Center,  
Nashville

February 21

## Legislative Reception

War Memorial Auditorium,  
Nashville

February 22 & 23

## Credit Conference

Omni Hotel, Nashville

March 4-9

## The Southeastern School of Consumer Credit<sup>SM</sup>

TBA Barrett Training Center,  
Nashville

March 5, 6, 7, 8

## Tennessee Deposit Account Administration

Jackson, Nashville, Knoxville,  
Kingsport

March 12 & 14

## Basic IRA Seminar

Jackson, Nashville

March 13 & 15

## IRA Advanced Update

Jackson, Nashville

March 13

## Young Bankers Division “Day on the Hill”

Tennessee State Capitol, Nashville

**NEW** March 13

## Lending to the Not-for-Profit Organizations

TBA Barrett Training Center,  
Nashville

March 15 & 16

## Human Resources Conference

Embassy Suites Hotel &  
Conference Center, Murfreesboro

March 20 & 21

## BSA/AML Compliance School

Airport Marriott Hotel, Nashville

April 4

## The Southeastern School of Banking Branch Management – Session 1 of 4

TBA Barrett Training Center,  
Nashville

April 5

## 2017-2018 Senior Retail Banking Officer Forums – Session 3 of 3

TBA Barrett Training Center,  
Nashville

April 6

## IT/Operations/Information Security Officer Forums – Session 1 of 3

TBA Barrett Training Center,  
Nashville

April 15-17

## Leadership Convention

The Peabody, Memphis

April 17 & 19

## HMDA Essentials

Knoxville, Nashville

April 18 & 20

## TRID Refresher

Knoxville, Nashville

April 26 & 27

## Strategic Technology & Operations Conference

Embassy Suites Hotel &  
Conference Center, Murfreesboro

May 9, 10, 11

## 2017-2018 Senior Lender Forums – Session 3 of 3

TBA Gilliam Board Room,  
Nashville

May 14-16

## Government Relations Committee Washington Conference

Marriott Marquis, Washington, DC

May 15

## Introduction to Banking

TBA Barrett Training Center,  
Nashville

May 20-25

## The Southeastern School of Commercial Lending<sup>SM</sup>

TBA Barrett Training Center,  
Nashville

May 23

## Loan Assistant and Loan Processor Workshop

TBA Barrett Training Center,  
Nashville

May 29, 30, 31

## CEO Forums – Session 2 of 3

TBA Gilliam Board Room,  
Nashville

June 7

## 2017-2018 Senior Compliance Officer Forums – Session 3 of 4

TBA Barrett Training Center,  
Nashville

June 8

## 2017-2018 Senior Human Resources Forums – Session 2 of 3

TBA Barrett Training Center,  
Nashville

**NEW** June 12 & 13

## Universal Banker – Session 1 of 2

TBA Barrett Training Center,  
Nashville

June 14

## The Southeastern School of Banking Branch Management – Session 2 of 4

TBA Barrett Training Center,  
Nashville

June 17-19

## 128th TBA Annual Meeting

The Broadmoor,  
Colorado Springs, CO

June 27, 28, 29  
**CFO/Controller Forums**  
– Session 2 of 3  
TBA Gilliam Board Room,  
Nashville

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July 13  
**IT/Operations/Information Security  
Officer Forums – Session 2 of 3**  
TBA Barrett Training Center,  
Nashville

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July 15-20  
**The Southeastern School  
of BankingSM I & II**  
Belmont University, Nashville

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**NEW** August 15  
**Senior Retail Banking Personnel**  
TBA Barrett Training Center,  
Nashville

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August 16  
**The Southeastern School  
of Banking Branch Management**  
– Session 3 of 4  
TBA Barrett Training Center,  
Nashville

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August 21-24, 28-30  
**TBA Membership Meetings**  
Manchester, Chattanooga,  
Kingsport, Knoxville, Nashville,  
Memphis, Jackson

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August 28 & 29  
**Training the Credit Analyst**  
TBA Barrett Training Center,  
Nashville

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August 30 & 31  
**Basic Consumer Lending**  
TBA Barrett Training Center,  
Nashville

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September 5  
**2017-2018 Senior Human  
Resources Forums – Session 3 of 3**  
TBA Barrett Training Center,  
Nashville

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September 5 & 6  
**Bank Security & Risk Management  
Conference**  
Franklin Marriott Cool Springs,  
Franklin

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September 6  
**2017-2018 Senior Compliance  
Officer Forums – Session 4 of 4**  
TBA Barrett Training Center,  
Nashville

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September 10, 11, 12, 13  
**BSA/AML Compliance  
Management**  
Kingsport, Knoxville, Jackson,  
Nashville

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September 18 & 19, 20 & 21,  
26 & 27  
**Compliance with Federal Lending  
Regulations**  
Knoxville, Nashville, Jackson

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September 19, 20, 21  
**2018-2019 Senior Lender Forums**  
– Session 1 of 3  
TBA Gilliam Board Room,  
Nashville

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**EVENING** September 24, 25, 26, 27  
**New Accounts in Tennessee**  
Kingsport, Knoxville, Jackson,  
Nashville

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September 25, 26, 27  
**CEO Forums – Session 3 of 3**  
TBA Gilliam Board Room,  
Nashville

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October TBD  
**Young Bankers Division Leadership  
Luncheons**  
Jackson, Memphis, Nashville,  
Chattanooga, Cookeville, Tri-  
Cities, Knoxville

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October 1, 3  
**Basic IRA Seminar**  
Knoxville, Nashville

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October 2, 4  
**IRA Advanced Update**  
Knoxville, Nashville

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October 10 & 11  
**Internal Bank Audit and Risk  
Assessment School**  
TBA Barrett Training Center,  
Nashville

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October 17  
**Women in Banking Conference**  
TBA Barrett Training Center,  
Nashville

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October 18 & 19  
**Trust & Wealth Management  
Conference**  
TBA Barrett Training Center,  
Nashville

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October 24, 25, 26  
**CFO/Controller Forums**  
– Session 3 of 3  
TBA Gilliam Board Room,  
Nashville

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October 24 & 25  
**Bank Directors Retreat**  
DoubleTree by Hilton Hotel  
Nashville Downtown, Nashville

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October 25 & 26  
**Independent Bankers Division  
Convention**  
DoubleTree by Hilton Hotel  
Nashville Downtown, Nashville

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November 13  
**The Southeastern School of  
Banking Branch Management**  
– Session 4 of 4  
TBA Barrett Training Center,  
Nashville

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**NEW** November 14 & 15  
**Universal Banker – Session 2 of 2**  
TBA Barrett Training Center,  
Nashville

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November 16  
**IT/Operations/Information Security  
Officer Forums – Session 3 of 3**  
TBA Barrett Training Center,  
Nashville

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November 27  
**Call Report Preparation**  
TBA Barrett Training Center,  
Nashville

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November 29  
**Commercial Real Estate Analysis:  
Income Producing Real Estate**  
TBA Barrett Training Center,  
Nashville

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November 30  
**2018-2019 Senior Human  
Resources Forums – Session 1 of 3**  
TBA Barrett Training Center,  
Nashville

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December 4  
**2018-2019 Senior Compliance  
Officer Forums – Session 1 of 4**  
TBA Barrett Training Center,  
Nashville

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# Program Descriptions

**We encourage you to take a look at the wide variety of programs TBA is offering this year.** While this directory represents programs for 2018 scheduled at the time we went to print, programs are added to the calendar throughout the year. Consult our back-page calendar in *The Tennessee Banker* magazine, the upcoming events column in our weekly e-newsletter *This Week*, or visit our website at [www.TNBankers.org/calendar](http://www.TNBankers.org/calendar) for up-to-date information on all our programs and products.

This directory lists only the early registration prices. For most programs, early registration closes at the end of business two weeks before the scheduled program date. Then prices increase by \$30. All registrations received the day of the program will be assessed an additional \$50 late registration fee—no exceptions. Complete pricing details are included in each program brochure and TBA's online calendar.

Participation in TBA programs is limited to employees of members, associate members, regulatory agencies, and nonmembers from an eligible membership category at applicable member or nonmember rates.

Programs have not been pre-approved for ICB CE credits. Attendees who require ICB credits should go to [www.aba.com/Training/ICB/Pages/default.aspx](http://www.aba.com/Training/ICB/Pages/default.aspx) for further instructions.

NOTE: All dates, prices, instructors, and other information listed in the 2018 TBA *Professional Development Directory* are correct at time of printing. They are, however, subject to changes.

# Forums

Highly popular, TBA's peer forum programs are available exclusively for bankers working in that forum field and give attendees an opportunity to learn through moderated peer exchange in a small group setting.

## CEO Forums

**Session 1: January 30, 31, February 1**

**Session 2: May 29, 30, 31**

**Session 3: September 25, 26, 27**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

The three groups of *CEO Forums* are proven to be an ideal platform for CEOs/presidents from noncompeting Tennessee banks to exchange ideas freely, dissect challenges openly, and discuss solutions in a small-group setting. The ultimate goals are to help participants grow both professionally and personally and to improve the performance of their banks. Each session in this three-part program is stand-alone in content, is facilitator-led, and registrants may join the group at any time within the series. *This program is limited to 15 attendees in each group.*

## CFO/Controller Forums

**Session 1: February 7, 8, 9**

*5.5 hours CPE each session*

**Session 2: June 27, 28, 29**

**Session 3: October 24, 25, 26**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

These *CFO/Controller Forums* provide an investment for you and your bank's future by offering a platform and opportunity for noncompeting CFOs and controllers to exchange ideas freely, dissect problems, and discuss important issues with peers. Groups are organized based on bank size and market to ensure that participants have as much in common as possible. Each group meets three times during the year. *This program is limited to 15 attendees in each group.*

## IT/Operations/Information Security Officer Forums

**Session 1: April 6**

*5.5 hours CPE each session*

**Session 2: July 13**

**Session 3: November 16**

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

These forums will address the needs of information technology officers, operations officers, and information security officers. The program facilitator is Susan Orr, a leading financial expert with vast regulatory, risk management, and security best-practice knowledge. This group meets three times during the year.

## Senior Retail Banking Officer Forums

**2017-2018**

**Session 1: September 6, 2017**

**Session 2: November 14, 2017**

**Session 3: April 5, 2018**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

These forums, facilitated by Dianne Barton, president, Performance Solutions Inc., will bring together retail banking officers in a peer-to-peer, small-group setting to exchange ideas freely. Participants will examine pressing issues in today's ever-evolving regulatory and productivity-driven environment, solving problems and issues, while growing both professionally and personally.

## Senior Compliance Officer Forums

**2017-2018**

**Session 1: November 2, 2017**

**Session 2: February 13, 2018**

**Session 3: June 7, 2018**

**Session 4: September 6, 2018**

*TBA Barrett Training Center, Nashville*

*5.5 hours CPE each session*

**2018-2019**

**Session 1: December 4**

**Session 2: TBD 2019**

**Session 3: TBD 2019**

**TBA Member Early Registration - \$1,200 for all four sessions**

*TBA Contact: Debbie Brickles*

These forums, facilitated by Connie Edwards, CRCM, president, Banc Compliance Group, LLC, brings together senior compliance officers—those for whom compliance is their primary responsibility within the institution—in a small-group setting to exchange ideas freely, dissect challenges, and discuss solutions that can improve the performance of your bank in the area of compliance.

# Forums and Series

## Senior Human Resources Forums

**2017-2018**

**Session 1: November 30, 2017**

**Session 2: June 8, 2018**

**Session 3: September 5, 2018**

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

In this program, employees responsible for human resource-related issues will have the opportunity to discuss their concerns and explore collaborative solutions to problems they face. It is facilitated by Eric Stevens of Littler Mendelson, PC, the country's largest law firm devoted exclusively to representing management in employment and labor law matters. The forum group will meet three times annually, and the agenda for each session will flow based on feedback from participants. When necessary, subject matter experts may come to speak on specific issues and topics.

**2018-2019**

**Session 1: November 30**

**Session 2: TBD 2019**

**Session 3: TBD 2019**

## Senior Lender Forums

**2017-2018**

**Session 1: September 20, 21, 22, 2017**

**Session 2: January 17, 18, 19, 2018**

**Session 3: May 9, 10, 11, 2018**

*TBA Gilliam Board Room, Nashville*

**TBA Members Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

The facilitator-led *Senior Lender Forums* have proven to be one of the most beneficial programs ever offered to this level of banker. These sessions provide an ongoing opportunity and platform for noncompeting senior lenders to discuss important issues and exchange ideas relating to the lending functions within their organizations. Each session is stand-alone in content, and registrants may join the group at any time within the three-part series. *This program is limited to 15 attendees in each group.*

**2018-2019**

**Session 1: September 19, 20, 21**

**Session 2: TBD 2019**

**Session 3: TBD 2019**







## THE SOUTHEASTERN SCHOOLS<sup>SM</sup>

### The Southeastern School of Advanced Commercial Lending<sup>SM</sup>

**February 5-7**

*TBA Barrett Training Center, Nashville*

21 hours CPE

**TBA Member Discounted Tuition - \$1,075**

*TBA Contact: Debbie Brickles*



*The Southeastern School of Advanced Commercial Lending<sup>SM</sup>* is an intensive, three-day school focusing on new approaches to managing problem loans and portfolio credit risk, commercial real estate lending, pricing for profitability, and advanced cash flow and loan structuring. John Barrickman, president of New Horizons Financial Group, LLC, and the author of the ABA commercial loan curriculum; John Cochran, principal consultant of Cochran Associates LLC; and Michael E. Hendren, real estate senior credit officer with Pinnacle Financial Partners, are the instructors. This school is ideal for commercial lenders, relationship managers, portfolio managers, and senior credit managers. It is sponsored by the Tennessee Bankers Association, in cooperation with the Georgia, Louisiana, and Mississippi bankers associations.

# Southeastern Schools

## The Southeastern School of Consumer Credit<sup>SM</sup>

**March 4-9**

*TBA Barrett Training Center, Nashville*

*30 hours CPE*

**TBA Member Discounted Tuition - \$1,700**

*TBA Contact: Debbie Brickles*



*The Southeastern School of Consumer Credit<sup>SM</sup> is an intermediate-level, one-week program featuring more than 30 hours of classroom instruction through 14 modules in five-course clusters that provide specialized but well-rounded training in consumer banking. Recommendations for participation include at least one year's experience in consumer credit or five years of general banking experience, in addition to prescribed AIB or college course prerequisites. The school is sponsored by the Tennessee Bankers Association, in cooperation with the Georgia, Mississippi, and Louisiana bankers associations. Students are housed at the Loews Vanderbilt Hotel.*

## The Southeastern School of Banking Branch Management<sup>SM</sup>

**Session 1: April 4**

*26 total hours CPE for all four sessions*

**Session 2: June 14**

**Session 3: August 16**

**Session 4: November 13**

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration**

**\$1,100 for all four sessions**

*TBA Contact: Debbie Brickles*

*More than ever before, today's branch management team is faced with a multitude of challenges and opportunities. This four-part school focuses on the critical elements of managing and leading a successful team. Each session of the school is packaged full of checklists, job aids, case studies, and real-world situations that every participant can apply immediately within their scope of work. During the year attendees will be required to complete assignments as measurements for completion of the program certificate. Dianne Barton, president, Performance Solutions Inc, is the instructor for the school in 2018.*

## The Southeastern School of Commercial Lending<sup>SM</sup>

**May 20-25**

*TBA Barrett Training Center, Nashville*

*45 hours CPE*

**TBA Member Discounted Tuition - \$1,700**

*TBA Contact: Debbie Brickles*



This intensive, one-week school concentrates on all aspects of commercial lending. Students receive more than 40 hours of classroom instruction, discussion, and case studies. Recommendations for attendance include at least one year of commercial lending experience or five years of general banking experience in addition to prescribed AIB or college course prerequisites. The school is sponsored by the Tennessee Bankers Association, in cooperation with the Alabama, Georgia, Louisiana, and Mississippi bankers associations. Students are housed at the Loews Vanderbilt Hotel.

## The Southeastern School of Banking<sup>SM</sup> I & II

**July 15-20**

*Belmont University, Nashville*

*70 hours combined CPE*

**TBA Member Discounted Tuition - \$1,700**

*TBA Contact: Debbie Brickles*

*The Southeastern School of Banking<sup>SM</sup>* offers a 70-hour general banking curriculum. Serving Tennessee financial institutions since 1939, the two-year school incorporates lectures and home study assignments. Students from both years attend classes during the same week. Some of the topics covered in the first year are bank financial analysis, macroeconomics, asset/liability management, investments, lending, business planning, managing liquidity/capital planning, sales management, and HR management. Students will also use the nationally recognized Stanford Bank Simulation Game to learn about financial institution management. The second-year general banking classes include managing up skills, a fraud overview, ethics in banking, trust services, credit and credit scoring, technology in banking, the changing bank environment, bank security, management, and completion of the Stanford Bank Simulation Game. This school is a must for career bankers. Students are housed at the Loews Vanderbilt Hotel.

# Program Descriptions

## 2017-2018 Senior Lender Forums

**January 17, 18, 19: Session 2 of 3**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 8.



## Fundamentals of Compliance

**January 24 & 25**

*Nashville, TBA Barrett Training Center*

*6.5 hours CPE per day*

**Single Day: TBA Members Early Registration - \$255**

**Both Days: TBA Members Early Registration - \$510**

*TBA Contact: Penny Powlas*

This program is a two-day comprehensive review of the most important compliance regulations. It is divided into two parts to permit bank personnel to attend either one or both days. The first day covers deposit area issues: right to Financial Privacy Act, Reg D, Reg Q, Electronic Funds Transfer (Reg E), Expedited Funds Availability (Reg CC), Taxpayer Identification Numbers, and Truth-in-Savings Act (Reg DD). The second day focuses on lending area issues: Equal Credit Opportunity (Reg B), Fair Credit Reporting, Fair Housing, Home Mortgage Disclosure Act, Credit Practices Rule (Reg AA), Flood Disaster Protection, RESPA, and Truth-in-Lending (Reg Z). Professional Bank Services Inc., Louisville, Ky. will provide the speakers.

## CEO Forums

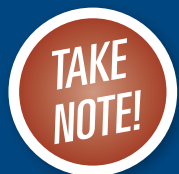
**January 30, January 31, February 1: Session 1 of 3**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 6.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.

## The Southeastern School of Advanced Commercial Lending<sup>SM</sup>

**February 5-7**

*TBA Barrett Training Center, Nashville*

21 hours CPE

**TBA Member Discounted Tuition - \$1,075**

*TBA Contact: Debbie Brickles*

See full school description on page 10.



## CFO/Controller Forums

**February 7, 8, 9: Session 1 of 3**

*TBA Gilliam Board Room, Nashville*

5.5 hours CPE

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 6.

## Essentials of Commercial Lending

**February 8 & 9**

*TBA Barrett Training Center, Nashville*

14 hours CPE

**TBA Member Early Registration - \$510**

*TBA Contact: Debbie Brickles*

This two-day workshop will focus on the concepts and techniques of commercial lending. It is excellent preparation for those interested in attending *The Southeastern School of Commercial Lending<sup>SM</sup>* in May. Participants will develop the ability to use financial information to make credit decisions and to structure loans properly. Discussion will cover the techniques that help identify the underlying business reasons for borrowing. Case studies are used. The workshop is designed for commercial loan officers, loan review personnel, and branch managers. John Barrickman, president of New Horizons Financial Group, LLC, and the author of the ABA commercial loan curriculum, is the instructor.



## 2017-2018 Senior Compliance Officer Forums

**February 13: Session 2 of 4**

*TBA Barrett Training Center, Nashville*

5.5 hours CPE each session

**TBA Member Early Registration - \$1,200 for all four sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.

# Program Descriptions

## Legislative Reception

**February 21**

War Memorial Auditorium, Nashville

**TBA Member Early Registration - \$50**

TBA Contact: Penny Powlas

TBA hosts a reception for members of the Tennessee General Assembly to promote one-on-one communication between bankers and their legislators and to encourage banker involvement in TBA's government relations efforts. This reception immediately precedes the *Credit Conference*, also in Nashville.

## Credit Conference

**February 22 & 23**

Omni Nashville Hotel, Nashville

9 hours CPE

**TBA Member Early Registration - \$525**

TBA Contact: Debbie Brickles



One of the TBA's best-attended programs, this conference annually attracts more than 500 commercial loan officers, loan support personnel, and both senior and executive-level management. The *Credit Conference* traditionally features an economist and a nationally known luncheon speaker. **Team discounts are available for multiple registrations from the same institution. Please see the program brochure or our website for complete pricing information.**

## The Southeastern School of Consumer Credit<sup>SM</sup>

**March 4-9**

TBA Barrett Training Center, Nashville

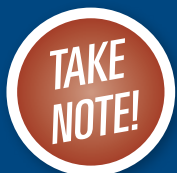
30 hours CPE

**TBA Member Discounted Tuition - \$1,700**

TBA Contact: Debbie Brickles



See full school description on page 10.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.

## Tennessee Deposit Account Administration

March 5 - Jackson

6.5 hours CPE

March 6 - Nashville

March 7 - Knoxville

March 8 - Kingsport

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

Delivered by Laura Wilson, Pegasus Educational Services, LLC, this full-day program focuses on Tennessee law regarding deposit accounts, including ownership and survivorship provisions, documentation requirements, what to do on the death of an owner, and common problems in account administration—daily issues in every financial institution. This seminar includes information on powers of attorney and making changes to accounts. It is designed to meet the needs of auditors, supervisors, and senior new accounts personnel. This is the best seminar available on this topic. Each seminar attendee receives a detailed resource manual.

## Young Bankers Division Day on the Hill

March 13

*Tennessee State Capitol, Nashville*

**TBA Member Registration - \$40**

*TBA Contact: Stacey Langford*

*Day on the Hill* enhances the TBA government relations program and introduces bankers to the Tennessee legislative process. Bankers will hear presentations from political leadership within the General Assembly. Along with a briefing on legislative issues pertinent to the financial services industry, participants will view proceedings of the House and Senate committee hearings and have the opportunity to visit with their representatives and senators. Breakfast and lunch are included.

**NEW**

## Lending to Not-for-Profit Organizations

March 13

6.5 hours CPE

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

Lending to not-for-profit entities requires specialized understanding of differences in accounting presentation, including such critical issues as revenue recognition. There are many types of not-for-profit entities. Analysis of each type is different, just as analysis of different types of for-profit industries requires specialized analysis. This one-day workshop, led by Jerry Crigger, banker and consultant, will provide insight into accounting differences between the not-for-profit and the for-profit world. Also, the workshop will use case analyses to explore different types of not-for-profit entities such as an international consumer goods distributor, a medical services entity, and a K-12 educational entity. At the workshop conclusion, participants will leave with new analytical skills that can be applied the next day on the job.



# Program Descriptions

## Basic IRA Seminar - Spring Session in West and Middle Tennessee

March 12 - Jackson

6.5 hours CPE each

March 14 - Nashville

**TBA Member Early Registration - \$255**

**Discounted Bundle: Basic IRA and Advanced IRA - \$490**

*TBA Contact: Debbie Brickles*

Patrice M. Konarik, president of Sunwest Training Corporation, will cover the basic aspects as an IRA custodian. *Basic IRA Seminar* is the first of two regional Basic IRA workshops for 2018 and will include beginning knowledge of IRA terminology, proper IRA set-up and plan opening, qualifications and contribution limits for all IRA plan types, rollovers and transfers, and basic distribution information. The intermediate-to advanced-level *IRA Advanced Update and Review* program will follow this basic program and is the first of two being offered in 2018, one in the Spring and repeated in the Fall of 2018. ***This new structure for IRA training will replace the IRA Institute.***

## IRA Advanced Update - Spring Session in West and Middle Tennessee

March 13 - Jackson

6.5 hours CPE each

March 15 - Nashville

**TBA Member Early Registration - \$255**

**Discounted Bundle: Basic IRA and Advanced IRA - \$490**

*TBA Contact: Debbie Brickles*

Patrice M. Konarik, president of Sunwest Training Corporation, will cover changing regulations, rules, and detailed explanations of the more technical areas of IRAs. This intermediate-level seminar will explain the most up-to-date changes, including health savings accounts and non-spouse beneficiary rollovers from qualified plans. You also will learn what to include in your IRA customer files. She will go over extensively complicated distribution issues, such as the “9 RED FLAGS” of death payments to a beneficiary, to make sure your IRS reporting is on the right track. This program will be repeated in the Fall of 2018 in Knoxville and again in Nashville.

***Note for all IRA training:*** Each single day of IRA training can be attended independently of the other, but for the most comprehensive learning experience, attending both sessions back to back is recommended. Each attendee will receive the 275 page *IRA Training and Reference* manual—also known as the “RED BOOK”!



## Human Resources Conference

**March 15 & 16**

*9 hours CPE*

*Embassy Suites by Hilton, Murfreesboro*

**TBA Member Early Registration - \$395**

*TBA Contact: Debbie Brickles*

This annual conference covers compliance issues related to the human resources function and addresses the current topics and management issues. Human resource professionals from across the state network with peers and find solutions to their common problems.

## BSA/AML Compliance School

**March 20 & 21**

*13 hours CPE*

*Nashville Airport Marriott, Nashville*

**TBA Member Early Registration - \$510**

*TBA Contact: Debbie Brickles*

Maintaining or auditing a Bank Secrecy Act (BSA) compliance effort and an anti-money laundering (AML) program, led by Ken Gollhofer, Pegasus Educational Services, LLC, requires a solid foundation in current regulations and regulatory philosophies. This two-day program addresses the BSA/AML issues of the day. The curriculum is updated annually to include current BSA/AML compliance management issues, in addition to a review of technical compliance requirements. The program is supported by comprehensive materials that serve as a detailed reference for your BSA/AML compliance efforts.

## The Southeastern School of Banking Branch Management<sup>SM</sup>

**April 4: Session 1 of 4**

*26 total hours CPE for all four sessions*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration**

**\$1,100 for all four sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 9.

## 2017-2018 Senior Retail Banking Officer Forums

**April 5: Session 3 of 3**

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.

# Program Descriptions

## IT/Operations/Information Security Officer Forums

**April 6: Session 1 of 3**

*5.5 hours CPE each session*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.

## Leadership Convention, Young Bankers Division

**April 15-17**

*8.5 hours CPE*

*The Peabody Memphis, Memphis*

**TBA Member Early Registration - \$345**

*TBA Contact: Stacey Langford*

This convention, sponsored by the Young Bankers Division, offers educational sessions focused on banking industry trends, leadership development skills, peer-to-peer roundtables, and opportunities for networking. It includes the election of Young Bankers Division officers and directors and the recognition of bankers working with the Personal Economics Program (PEP). The Young Bankers Division works to engage, connect, and empower young banking professionals from across the state to shape and lead the future of the state's financial industry.

## *CURRENT UPDATES COVERED*

### HMDA Essentials

**April 17 - Knoxville**

*6.5 hours CPE*

**April 19 - Nashville**

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

This one-day seminar provides a thorough review of the new HMDA rules, effective January 1, 2018. It will provide detailed guidance on complying with the rule, including covered institutions, covered loans, exceptions, and data fields required to be collected. This program will ensure your bank has all necessary requirements in place to assure compliance. Kelly Owsley, Director of Training Services for Compliance Resource, LLC, will present the program.

## CURRENT UPDATES COVERED

### TRID Refresher

April 18 - Knoxville

6.5 hours CPE

April 20 - Nashville

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

This two-day TRID program will review all of the requirements of integrated disclosures that went into effect on October 3, 2015, including a review of the accurate completion of the Loan Estimate and the Closing Disclosure. The proposed changes to TRID that are expected to be finalized in mid-2017 will be included in the program for a detailed review of all elements of the Integrated Disclosures. Kelly Owsley, Director of Training Services for Compliance Resource, LLC, will present the program.

### Strategic Technology & Operations Conference

April 26 & 27

10 hours CPE

*Embassy Suites by Hilton, Murfreesboro*

**TBA Member Early Registration - \$475**

*TBA Contact: Debbie Brickles*

This conference, designed for community bank CEOs, CIOs, CFOs, COOs, senior department heads, and senior officers who have strategic planning responsibilities for their institutions, focuses on the community bankers' technology planning needs. It features nationally-known speakers who are experts in the areas of financial institution technology as well as technology vendors available on-site to answer questions regarding the latest in financial services technology. ***Team discounts are available for multiple registrations from the same institution. Please see the program brochure or our website for complete pricing information.***

### 2017-2018 Senior Lender Forums

May 9, 10, 11: Session 3 of 3

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 8.



# Program Descriptions

## Government Relations Committee Washington Conference

**May 14-16**

*Marriott Marquis, Washington, D.C.*

*TBA Contact: Amy Heaslet*

The Government Relations Committee schedules meetings with the federal bank regulatory agencies, national trade associations, and Tennessee congressional delegation and their staff. This trip highlights current federal legislative and regulatory issues and promotes greater involvement by Tennessee's banking executives at the federal level.

## Introduction to Banking

**May 15**

*6.5 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

This program is designed for anyone wanting an overall view of the banking industry. Led by banker and consultant Craig Holland, this program is a great resource for obtaining the essential principles, concepts, and operations of banking. It will cover the local and global impact of banking's role in the economy and how economic trends, both historical and current, have impacted the industry and the economy. You will become familiar with banks' structure, federal and state regulating agencies, bank terminology overview, etc. This program also serves as great foundation for those interested in attending *The Southeastern School of Banking<sup>SM</sup>*.

## The Southeastern School of Commercial Lending<sup>SM</sup>

**May 20-25**

*45 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member Discounted Tuition - \$1,700**

*TBA Contact: Debbie Brickles*

See full school description on page 11.



## Loan Assistant and Loan Processor Workshop

**May 23**

6.5 hours CPE

TBA Barrett Training Center, Nashville

**TBA Member Early Registration - \$255**

TBA Contact: Debbie Brickles



This day-long workshop structured for loan assistants and loan processors, credit administration supervisors, and other members of the bank's loan support staff with credit administration responsibilities is designed to increase the lending knowledge and administrative effectiveness of one of the most important positions in a community bank's lending staff—the loan assistant/loan processor. Instructor John Cochran, Cochran and Associates, LLC, will furnish resource websites, sample documents, narratives, guidelines, procedures, and checklists for program attendees.

## CEO Forums

**May 29, 30, 31: Session 2 of 3**

TBA Gilliam Board Room, Nashville

**TBA Member Early Registration - \$1,200 for all three sessions**

TBA Contact: Debbie Brickles

See full forum description on page 6.

## 2017-2018 Senior Compliance Officer Forums

**June 7: Session 3 of 4**

5.5 hours CPE each session

TBA Barrett Training Center, Nashville

**TBA Member Early Registration - \$1,200 for all four sessions**

TBA Contact: Debbie Brickles

See full forum description on page 7.

## 2017-2018 Senior Human Resources Forums

**June 8: Session 2 of 3**

HRCI credit TBD

TBA Barrett Training Center, Nashville

**TBA Member Early Registration - \$1,200 for all three sessions**

TBA Contact: Debbie Brickles

See full forum description on page 8.

# Program Descriptions

## The Southeastern School of Banking Branch Management<sup>SM</sup>

**June 14: Session 2 of 4**

*26 total hours CPE for all four sessions*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration**

**\$1,100 for all four sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 9.

*NEW*

## Universal Banker

**June 12 & 13: Session 1 of 2**

*Credit hours TBD*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - TBD**

*TBA Contact: Debbie Brickles*

Refer to this event listing on *TNBankers.org* for more information.

## 128<sup>TH</sup> TBA Annual Meeting

**June 17-19**

*The Broadmoor, Colorado Springs, CO*

**Price TBD**

*TBA Contact: Penny Powlas*

After 10 years, the majestic Broadmoor will once again host the 128th TBA *Annual Meeting*. Delegates will enjoy informative speakers and social events at this annual gathering of bankers and vendors from across the state.

## CFO/Controller Forums

**June 27, 28, 29: Session 2 of 3**

*5.5 hours CPE*

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 6.

## IT/Operations/Information Security Officer Forums

**July 13: Session 2 of 3**

*5.5 hours CPE each session*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.

## The Southeastern School of Banking<sup>SM</sup> I & II

**July 15-20**

*70 hours combined CPE*

*Belmont University, Nashville*

**TBA Member Discounted Tuition - \$1,700**

*TBA Contact: Debbie Brickles*

See full school description on page 11.

## TBA Membership Meetings

**August TBD**

*Manchester, Chattanooga, Kingsport, Knoxville, Nashville, Memphis, Jackson*

**TBA Member/Associate Member Registration - \$35**

*TBA Contact: Penny Powlas*

Join the new TBA chairman and TBA staff to learn about the initiatives that are the present focus of your association.

## Compliance Conference

**August 14 & 15**

*12 hours CPE*

*Embassy Suites by Hilton, Murfreesboro*

**TBA Member Early Registration - \$595**

*TBA Contact: Debbie Brickles*

When you attend TBA's 2018 *Compliance Conference*, you will hear from nationally known presenters, as well as national and regional regulatory professionals who will provide current, practical, and workable solutions to the regulatory changes that are occurring with increasing frequency. The format of the conference includes general sessions, panel presentations, and breakout sessions. It provides a platform that addresses the most current issues facing our industry. Having this opportunity and experience on a local level is a smart investment of time and cost.

# Program Descriptions

**NEW**

## Senior Retail Banking Personnel

**August 15**

*TBA Barrett Training Center, Nashville*

**TBA Member Discounted Tuition - TBD**

*TBA Contact: Debbie Brickles*

Refer to this event listing on *TNBankers.org* for more information.

## The Southeastern School of Banking Branch Management<sup>SM</sup>

**August 16: Session 3 of 4**

*26 total hours CPE for all four sessions*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration**

**\$1,100 for all four sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 9.

## Training the Credit Analyst

**August 28 & 29**

*13.5 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member/Associate Member Early Registration - \$510**

*TBA Contact: Debbie Brickles*



The art of credit analysis brings to light the actions or inactions of management that are the basis for the numbers on financial statements. Credit analysis serves three distinct purposes in the bank: to identify risk, opportunities, and help structure loans properly; to help customers make better business decisions; and to satisfy bank examiners. In this two-day, hands-on workshop, nationally-known instructor and consultant David Kemp will arm attendees with the tools required to become a first-rate credit analyst—a good grasp of accounting, loan policy, ratios, cash flows, and trend analysis. Kemp is president of Bankers Management Inc.



## Basic Consumer Lending

**August 30 & 31**

*TBA Barrett Training Center, Nashville*

*13.5 hours CPE*

**TBA Member Early Registration - \$510**

*TBA Contact: Debbie Brickles*



This two-day program is for those charged with organizing and managing consumer loans. It is excellent preparation for those interested in attending *The Southeastern School of Consumer Credit<sup>SM</sup>* in March 2019. The workshop will address credit decision-making, as well as the human relations aspect of lending. It includes case studies and role-playing to acquaint attendees with effective interviewing skills and to improve credit decisions. It also includes discussion on the concepts of secured lending, an analysis of decision-making, and major changes to mortgage underwriting standards. The instructor is David Kemp, president of Bankers Management Inc.

## 2017-2018 Senior Human Resources Forums

**September 5: Session 3 of 3**

*TBA Barrett Training Center, Nashville*

*HRCI credit TBD*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 8.

## 2017-2018 Senior Compliance Officer Forums

**September 6: Session 4 of 4**

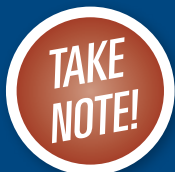
*TBA Barrett Training Center, Nashville*

*5.5 hours CPE each session*

**TBA Member Early Registration - \$1,200 for all four sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.

# Program Descriptions

## Bank Security and Risk Management Conference

**September 5 & 6**

10 hours CPE

*Franklin Marriott Cool Springs, Franklin*

**TBA Member Early Registration - \$395**

*TBA Contact: Debbie Brickles*

This annual conference is designed to give both the new and the experienced security officer a critical resource for receiving timely and continuing security education. It provides established and emerging industry-standard security practices; enhances the security professional's credibility with peers and their board of directors; allows you to continue your personal and professional development; and reduces your personal and corporate liability. Focusing on the hot topics involving bank security, this conference provides instruction, discussion, and experiential learning opportunities for all security professionals.

## BSA/AML Compliance Management

**September 10 - Kingsport**

6.5 hours CPE

**September 11 - Knoxville**

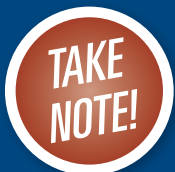
**September 12 - Jackson**

**September 13 - Nashville**

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

This seminar is a comprehensive overview of BSA's record-keeping and reporting requirements. Program content also contains an introduction to suspicious activity reporting requirements as well as the mandate to implement a written anti-money laundering program. These elements are integrated in a practical analysis of how to establish, evaluate, and administer a working BSA compliance effort. All employees with BSA/AML responsibilities, particularly BSA officers and auditors, are required to participate in ongoing training. This program serves as a detailed introduction for new personnel and an important review for experienced personnel. The instructor is Ken Gollhofer, Pegasus Education Services, LLC.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.

## Compliance with Federal Lending Regulations

**September 18 & 19 - Knoxville**  
**September 20 & 21 - Nashville**  
**September 26 & 27 - Jackson**

*6.5 hours CPE - per day*

**TBA Member Early Registration - \$470**

*TBA Contact: Penny Powlas*

This two-day seminar at each site presents an in-depth look at all major lending regulations. It is designed for lending officers, compliance officers, and management. Topics include Regulation B, Fair Housing Act, Regulation C/HMDA, Fair Credit Reporting Act, RESPA, and Truth-in-Lending Act, among others.

## 2018-2019 Senior Lender Forums

**September 19, 20, 21: Session 1 of 3**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*



See full forum description on page 8.

## *EVENING PROGRAM*

### **New Accounts in Tennessee**

**September 24 - Kingsport**  
**September 25 - Knoxville**  
**September 26 - Jackson**  
**September 27 - Nashville**

*3 hours CPE*

**TBA Member Early Registration - \$210**

*TBA Contact: Debbie Brickles*

Participants in this three-hour evening program learn which requirements at onboarding and account opening are governed by state law, federal regulation, or bank policy. The seminar emphasizes the impact of this critical function on the bank's BSA/AML program. It is a great overview of account ownerships permitted in Tennessee. Employees new to the job will find the evening eye-opening and informative. Experienced or repeat attendees say they always learn something new. The seminar is held in four locations across the state to allow for maximum participation. Attendees receive a detailed, user-friendly manual that serves as an excellent on-the-job resource.

# Program Descriptions

## CEO Forums

**September 25, 26, 27: Session 3 of 3**

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 6.

## Trust and Wealth Management Conference

**October TBD**

*\*ICB, CLE, & CFP to be determined*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - Price \$345**

*TBA Contact: Penny Powlas*

The *Trust and Wealth Management Conference* is the annual meeting for TBA members working in the trust area. Events include a reception and dinner, with the business session providing information on a variety of topical trust issues.

## Young Bankers Division Leadership Luncheons

**October TBD**

*Chattanooga, Cookeville, Jackson, Johnson City, Knoxville, Memphis, Nashville*

**TBA Member Registration - \$30**

*TBA Contact: Stacey Langford*

The directors of the Young Bankers Division will host *Leadership Luncheons* across the state. The luncheons will offer bankers an opportunity to network and learn about TBA initiatives and Young Bankers programs, and hear from a local elected official.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.

## Basic IRA Seminar - Fall Session in East and Middle Tennessee

October 1 - Knoxville  
October 3- Nashville

6.5 hours CPE

**TBA Member Early Registration - \$255**

**Discounted Bundle: Basic IRA and Advanced IRA - \$490**

*TBA Contact: Debbie Brickles*

Patrice M. Konarik, president of Sunwest Training Corporation, will cover the basic aspects as an IRA custodian. *Basic IRA Seminar* is the first of two regional Basic IRA workshops for 2018 and will include beginning knowledge of IRA terminology, proper IRA set-up and plan opening, qualifications and contribution limits for all IRA plan types, rollovers and transfers, and basic distribution information. The intermediate-to advanced-level *IRA Advanced Update* program will follow this basic program and is the second of two being offered in 2018, one each Spring and Fall of 2018.

## IRA Advanced Update - Fall Session in East and Middle Tennessee

October 2 - Knoxville  
October 4 - Nashville

6.5 hours CPE

**TBA Member Early Registration - \$255**

**Discounted Bundle: Basic IRA and Advanced IRA - \$490**

*TBA Contact: Debbie Brickles*

Patrice M. Konarik, president of Sunwest Training Corporation, will cover changing regulations, rules, and detailed explanations of the more technical areas of IRAs. This intermediate-level seminar will explain the most up-to-date changes, including health savings accounts and non-spouse beneficiary rollovers from qualified plans. You also will learn to include in your IRA customer files. She will go over extensively complicated distribution issues, such as the “9 RED FLAGS” of death payments to a beneficiary, to make sure your IRS reporting is on the right track. This program will be repeated in the Fall of 2018 in Knoxville and again in Nashville.

**Note for all IRA training:** Each single day of IRA training can be attended independently of the other, but for the most comprehensive learning experience, attending both sessions back to back is recommended. Each attendee will receive the 275 page *IRA Training and Reference* manual – also known as the “RED BOOK”!

# Program Descriptions

## Internal Bank Audit and Risk Assessment School

**October 10 & 11**

*13 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$510**

*TBA Contact: Debbie Brickles*

TBA is conducting this timely, internal audit programming in conjunction with Crowe Horwath LLP. This overview program is for internal auditors and senior staff. This two-day program will provide an overview of the internal audit function, along with audit concepts and techniques to aid in identifying risk in areas common to all financial institutions.

## Women in Banking Conference

**October 17**

*6 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$300**

*TBA Contact: Debbie Brickles*

This conference is devoted to the development of Tennessee women banker leadership. Successful women managers from Tennessee's financial institutions and other affiliated professional groups will share their expertise, experience, and knowledge.

This event is designed to encourage, support, and inspire women bankers. It will benefit all levels of staff from any financial institution or financial services provider interested in the enhancement and career growth of women in Tennessee. This conference will give you the opportunity to network with other professional women and discuss similar challenges and solutions. Make plans now to attend and discover inspiration and empowerment.

## CFO/Controller Forums

**October 24, 25, 26: Session 3 of 3**

*5.5 hours CPE*

*TBA Gilliam Board Room, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 6.

## Bank Directors Retreat

**October 24 & 25**

5 hours CPE

DoubleTree by Hilton Hotel Nashville Downtown, Nashville

**TBA Member Early Registration - \$375**

TBA Contact: Debbie Brickles

TBA's annual program is designed specifically for both inside and outside board members, CEOs, presidents of community banks, and internal auditors, in this ever-changing world of regulations and compliance. The agenda addresses the most up-to-date information on directors' responsibilities and the risk involved in serving and continuing to grow your bank.

## Independent Bankers Division Convention

**October 25 & 26**

5 hours CPE

DoubleTree by Hilton Hotel Nashville Downtown, Nashville

**TBA Member Early Registration - \$275**

TBA Contact: Debbie Brickles

Each year, more than 150 bankers across the state come together at the *Independent Bankers Division Convention*. The convention agenda features an afternoon business session on the first day, followed by a reception for convention participants, and a half-day business session the next day. The business sessions cover current issues and hot topics of interest to community banks along with the election of division officers and directors.

## The Southeastern School of Banking Branch Management<sup>SM</sup>

**November 13: Session 4 of 4**

26 total hours CPE for all four sessions

TBA Barrett Training Center, Nashville

**TBA Member Early Registration**

**\$1,100 for all four sessions**

TBA Contact: Debbie Brickles

See full forum description on page 9.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.

# Program Descriptions

**NEW**

## Universal Banker

**November 14 & 15: Session 2 of 2**

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - TBD**

*TBA Contact: Debbie Brickles*

Refer to this event listing on *TNBankers.org* for more information.

## IT/Operations/Information Security Officer Forums

**November 16: Session 3 of 3**

*5.5 hours CPE each session*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.

## Call Report Preparation

**November 27**

*6.5 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

The instructions and requirements for the Federal Call Report change frequently, with revisions occurring nearly every quarter. This seminar, produced in partnership with TBA and Crowe Horwath LLP, will familiarize participants with the details of recent changes. In addition, this seminar will serve as a refresher course for the Call Report preparation and address related accounting principles and regulatory issues that affect the preparation of the Call Report. Participants will receive a detailed review of the most commonly prepared Call Report schedules, and each participant will have an opportunity to review and revisit the entire Call Report preparation process.



## Commercial Real Estate Analysis: Income Producing Real Estate

**November 29**

*6.5 hours CPE*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$255**

*TBA Contact: Debbie Brickles*

This program, presented by Jerry Crigger, banker and consultant, will cover key concepts and analytical techniques about income producing property risk assessment. Net operating income, cap rates/determination, mortgage ability, debt service coverage, debt yield, types of risk, HVCRE, types of real estate, and global cash flow are topics that will be part of the day's discussion. This program is structured for analysts, portfolio managers, and relationship managers who work with income producing property analysis and underwriting.

## 2018-2019 Senior Human Resources Forums

**November 30: Session 1 of 3**

*HRCI credit TBD*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all three sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 8.

## 2018-2019 Senior Compliance Officer Forums

**December 4: Session 1 of 4**

*5.5 hours CPE each session*

*TBA Barrett Training Center, Nashville*

**TBA Member Early Registration - \$1,200 for all four sessions**

*TBA Contact: Debbie Brickles*

See full forum description on page 7.



For most programs, early registration pricing ends two weeks prior to the start of the program, after which the price increases by \$30. Registrations received the day of the program will be assessed an additional \$50 late registration fee. Program brochures and the online calendar contain full pricing information.







## TBA Webinar Training - NEW PROVIDER!

### TBA Member Live Webinar Registration: \$265

Webinars are a popular, efficient, and cost-effective means of bringing training directly to your bank. In TBA's continuing effort to be your primary resource for training employees, TBA has partnered exclusively with Total Training Solutions (TTS) to provide you with the industry's best webinars (**TBA is no longer affiliated with CBEF Webinars or any other webinar vendor**). This will enable us to offer webinars to your financial institution on topics most important to the success and compliance of your bank.

#### Benefits:

- Choose from more than 300 training webinars annually, including soft skills.
- Take part in the webinars when it's convenient for you and your staff. From watching live to purchasing a CD-ROM for your training library, learn at your own pace. Miss a webinar? No problem—check out the list of offers throughout the year and buy a recorded version to watch.
- Hear from the industry's best presenters, including Carl Pry, Jack Holzknecht, and Honey Shelton.
- Less emails! By bringing marketing in-house through TBA, you'll notice a decrease in webinar emails.

Should you have any questions regarding this change, please visit the full list of webinars at <http://bit.ly/2xw62kl>, or contact Debbie Brickles, SVP/Training and Education at [dbrickles@tnbankers.org](mailto:dbrickles@tnbankers.org).



# Certifications

## SBS Institute Bank Certification Programs



The TBA has teamed up with Secure Banking Solutions (SBS) Institute to provide educational programs that will certify a banker has the knowledge and skills to protect against today's information. The online certification programs offered by the institute are uniquely designed to address community banking needs, using community banking problems, and solutions. [www.TNBankers.org/education/securitycertifications](http://www.TNBankers.org/education/securitycertifications)

### Core Certifications (\$1,399)

- **Executive** – Certified Banking Security Executive
- **Manager** – Certified Banking Security Manager
- **Technical** – Certified Banking Security Technology Professional

### Specialization Certifications (\$999)

- **Executive**
  - Certified Banking Cybersecurity Manager
- **Manager**
  - Certified Banking Vendor Manager
  - Certified Banking Incident Handler
  - Certified Banking Business Continuity Manager
- **Technical**
  - Certified Banking Forensic Investigator
  - Certified Banking Ethical Hacker
  - Certified Banking Mobile Administrator
  - Certified Banking Vulnerability Assessor

## **Graduate School of Banking at Louisiana State University**

**May 20–June 1, 2018**

**Baton Rouge, La.**

**Tuition: \$4,445 (plus one-time application fee of \$300)**

**Information: 888-278-0025**

A graduate-level school for bank officers, the Graduate School of Banking is a three-year school with a two-week resident session each year. The school, organized in 1950, features computer-based simulation, microcomputer models, case work, and extension problems along with traditional classroom instruction. The Graduate School of Banking is cosponsored by several other state bankers associations, including Tennessee.

## **Financial Institutions Conference**

**September TBD**

**Location: TBD**

**Information: 615-377-3825 or [www.tscpa.com](http://www.tscpa.com)**

This program is designed for the CEO, CFO, and bank accountants. It is cosponsored by the Tennessee Bankers Association and the Tennessee Society of CPAs. Topics presented may include the economic outlook, regulatory updates, accounting and auditing update, incentive compensation, interest rate risk, developments in bank taxation, alternative funding sources for banks, and internet issues.



[TNBankers.org](http://TNBankers.org)

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