



2021 EDUCATION & TRAINING PREVIEW



CONFERENCES

WORKSHOPS

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WEBINARS

IT
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IN-HOUSE
TRAINING

TRAINING
PARTNERS

Statistics show that a well-trained and educated staff results in higher productivity for the *bank* and a happier and more content workplace. KBA takes pride in being a *banker-driven* organization at all levels, including *education and training*.

"The only thing worse than training your employees and having them leave is not training them and having them stay."

- Henry Ford



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CONFERENCES, WORKSHOPS, SEMINARS, SUNFLOWER WEBINARS

January

14 Subpoenas, Summonses, Garnishments, and Tax Levies (Sunflower Webinar)

21 Advanced BSA (Sunflower Webinar)

26 Loss Allocation (Sunflower Webinar)

27 Problem Loan Management in Today's Ag Environment, Virtual

The agricultural lending environment has changed dramatically the past several years, but principal payments on term debt for capital purchases made during the more profitable years remain. This seminar will discuss which repayment alternatives are effective and which ones are not during this latest period of agricultural stress.

28 Compliance Officer Bootcamp (Sunflower Webinar)

February

3 Harold A. Stones Public Affairs Conference & Legislative Cocktail Reception, Virtual

This conference will highlight state and federal legislative initiatives being spearheaded by the KBA and will feature remarks from state legislative leaders and other speakers. The day will conclude with a cocktail reception for bankers, legislators and legislative staff.

8-9 Bank Technology and Operations Conference & Showcase, Virtual

Designed for both bank managers and information technology personnel, this 1 ½ day program focuses on the latest e-commerce trends affecting the banking industry. An exhibitor showcase, featuring 50+ technology vendors, is held in conjunction with the conference.

11 HMDA Webinar (Sunflower Webinar)

16-18 Winter IRA Workshops Basic & Advanced Sessions, Virtual

Obtain up-to-date IRA information prior to tax filing. Patrice Konarik will provide attendees with the latest IRA updates and changes, including a comprehensive IRA training manual.

23-24 Call Report Update and Review, Virtual

This workshop will walk you through the complete Call Report process plus any new changes to the Call Report. This is an excellent review for the seasoned preparer.

March

3-4 Kansas Ag Bankers Conference, Virtual

Sponsored by KBA Ag Bankers Division (KAB)

Tailored for the entry level and experienced ag lender, participants will gain valuable information that will enhance their decision-making processes in this 1 ½ day program. Dr. David Kohl will return as the lead presenter.

9-10 Bank Directors, Virtual

This one-day educational seminar is designed with outside directors in mind, but will feature up-to-date information on various emerging issues relevant to all bank directors including: risk identification and monitoring, information technology/cybersecurity, current expected credit losses (CECL), compliance and insider fraud. This is a MUST for your directors in 2021.

18-19 Tri-State HR & Marketing Conference, Virtual (Tentative)

25-26 Women in Banking Conference, Virtual

Join your peers at KBA's first Women in Banking Conference to learn skills that will enhance your effectiveness inside

and outside of the office. Women at every level – from emerging leaders to executives – will benefit from this conference and gain the knowledge to affect change, grow professionally and become more effective leaders.

April

12-15 Lending Fundamentals, State and Federal, Garden City, Hays, Topeka, Independence

19-22

This full day seminar will provide bankers with the most current information about Kansas laws and regulations impacting consumer and commercial lending. Topics will include coverage of the Kansas Uniform Commercial Code Article 9, the Kansas Uniform Consumer Credit Code and the Office of the State Bank Commissioner's regulations. It will also cover the most current federal laws and regulations pertaining to consumer and commercial lending. Topics will include in depth coverage of the Truth in Lending Act, the Real Estate Settlement Procedures Act, flood insurance requirements and appraisal regulations.

May

4-6 CECL 2.0, Overland Park, Wichita, Hays

This half-day CECL workshop will provide in-depth discussion of how to prepare for your bank's CECL implementation. The time for high level discussion is over – its' now time to get into the details of preparing for implementation.

10 KBA Golf Classic, Newton
Sponsored by KBA Insurance

12-14 MOKAN Trust Conference, Kansas City, MO
Sponsored by KBA Trust Division

This nationally recognized conference assists members in keeping abreast of current legislative, regulatory and informative issues that impact trust businesses.

25 Information Technology Audit, Salina

This full-day seminar explores traditional audit approaches which can be used to evaluate many of the less technical information technology controls. There will be explanation of and practical approaches to procedures for conducting non-technical portions of IT Audits.

June

KBA Legal Update (On-Demand)

8-9 Advanced Commercial Loan Underwriting, Topeka *(2 day program)*

Designed for experienced lenders and analysts. This 2-day program builds upon earlier training and experiences and applies advanced analytical tools in a case-driven environment, using reality-based examples.

14-17 Essential Teller Issues, Garden City, Hays, Manhattan, Lawrence

You are the face of the bank! This program will discuss your role in our current environment, the importance of customer interactions and how to take care of our customers during this time of uncertainty and increased fraud risk.

24 Employment Law and HR Seminar, Salina

The seminar will follow the life of an employee, i.e. recruitment, hiring and onboarding, performance management, social media, retention strategies, progressive discipline and termination. A discussion of the development of future bank leaders will close out the seminar.

August

5-7 CEO & Senior Management Forum/Annual Meeting, Colorado Springs, CO

This three-day program, designed for bank CEOs, executive officers and directors, combines nationally known speakers and numerous networking opportunities to create one of our most popular annual events.

10 Credit Analysis, Wichita

This seminar will expose attendees to loan structure, loan support, and documentation issues and how they are an intricate part of the lending process. Learn how banks make lending decisions based on the five (5) C's of credit.

11 Cash Flow Analysis – Personal, Business, Real Estate, Wichita

This seminar will explore various cash flow techniques as they apply to a wide range of business scenarios and address the underlying drivers of cash flow. The cash flow models will include both business and personal (business owner) applications.

18-19 Vendor Management, Topeka (2 day program)

This 2-day seminar will cover contract negotiations, leading vendor management, building a contract negotiation roadmap, case studies, and vendor performance management.

24-25 Supervisor Boot Camp, Topeka (2 day program)

This interactive two-day program includes coaching demonstrations and focuses on key pertinent issues such as management effectiveness, performance problems, leading and coaching, and best practices for high performing supervisors. In this high impact workshop, participants will learn through sharing and working through real world scenarios.

September

8-10 YBOK Fall Conference/Annual Meeting, Wichita

Sponsored by KBA's Young Banker Officer of Kansas Division (YBOK)

Hosted by KBA's Young Bank Officers of Kansas (YBOK), this conference is designed to enhance the leadership and professional development skills of young bank officers, while providing the opportunity to network and learn from each other.

9 CFO/Controller/Financial Manager Forum, Topeka

This forum is a facilitated platform for CFOs and Financial Managers to share information, exchange ideas, and discuss important issues with peers in an effort to improve effectiveness as a financial executive.

October

7-8 Annual Conference for Lenders, Manhattan

This 1-1/2 day conference features general and breakout sessions designed to enhance professional development skills for lenders of all types.

13 Bank Technology Discussion Forum, Topeka, (Tentative)

This forum is a facilitated platform for IT personnel to share information, exchange ideas, and discuss important issues with peers to improve effectiveness with information technology in the financial institution.

21-22 KBA Trust Conference, Lawrence

Sponsored by the KBA Trust Division

This conference will emphasize the issues important to trust management as well as sessions devoted to trust operations and administration.

November

3-4 Economic Outlook & Risk Management Conference, Wichita

Attend this 1-1/2-day annual conference to receive the most up-to-date information on the national economy coupled with sessions on risk management strategies, investment portfolio management, balance sheet tips, liquidity, capital planning and much more. Exhibit opportunities are available.

15-19 Fall IRA Workshops – Basic and Advanced, locations TBD

With all the IRA plan types, proposed regulation changes and clarifications of existing rules and regulations, this review of the IRA account is a must. Included is a comprehensive IRA training manual.



**School of Lending Principles
Manhattan, KS**

**School of Trust & Financial Services
August 23-27, Manhattan, KS**

**School of Banking Fundamentals
April 26-30, Manhattan, KS**

**Advanced Trust Administration School
August 24-26, Manhattan, KS**

**Advanced Agricultural Lending School
May 11-13, Manhattan, KS**

**Bank Compliance School
September 13-17, Manhattan, KS**

**Operations School
June, Manhattan, KS**

**Advanced School of Banking – Year 1
October 4-8, Grand Island, NE**

**Relationship & Business Development School
June 22-24, Lincoln, NE**

**Compliance Update School
October 20 – Manhattan, KS**

**Agricultural Lending School
July 12-16, Manhattan, KS**

**Compliance Update School
October 21 – Lincoln, NE**

**Principles of Commercial Lending School
Commercial Lending School
October 25-29, Manhattan, KS**



July 18-30, Boulder, CO

**Community Bank Investments School, February 2-18 (Virtual)
Workshop on Community Bank Investments, September 15-17, LV, Nevada
Executive Development Institute for Community Bankers, October 17-20**



**Graduate School of Banking
at the University of Wisconsin - Madison**

August 1-13, Madison, WI

**Bank Technology Management School, April 27 (Virtual)
Human Resource Management School, April 12 (Virtual)
Financial Managers School, September 19-23, Madison
Sales and Marketing School, October 3-8, Madison
Bank Technology Security School, September 26-30, Madison
Digital Banking School - Offered Online
Bank Management Forums, ongoing throughout the year
Online Seminar Series, ongoing throughout the year**

IT CERTIFICATION COURSES



KBA partners with SBS Institute to offer online or live, role-based certification courses to help create confidence with examiners and auditors on bank preparedness and improve information security within your bank.

Certified Banking Security Executive (CBSE)

Certified Banking Cybersecurity Manager (CBCM)

Certified Banking Security Manager (CBSM)

Certified Banking Vendor Manager (CBVM)

Certified Business Continuity Professional (CBCP)

Certified Banking Incident Handler (CBIH)

Certified Banking Security Technology Professional (CBSTP)

Certified Banking Ethical Hacker (CBEH)

Certified Banking Vulnerability Assessor (CBVA)

Certified Banking Mobile Administrator (CBMA)

Certified Banking Forensic Investigator (CBFI)

IN-HOUSE TRAINING

No one knows your training needs better than you. In today's busy banking environment, it is difficult to provide training for all of your staff in a timely, convenient and affordable format. KBA has developed numerous on-site training programs that can be customized to meet the specific needs of your bank. Many of these may be offered in a webinar format as well. If you don't see what you're looking for, please call and we'll do our best to provide it. Please browse the topics listed below and call Brenda L. Unruh at the KBA today to book your training seminars. bunruh@ksbankers.com or 785-232-3444, ext. 320.

Legal/Regulatory Compliance

Bank Protection Act
Bank Secrecy Act
Bank Security/Fraud/Loss Prevention
Deposit Compliance
FACT Act
FDIC Deposit Insurance
HMDA
Lending Compliance
TILA/RESPA
Truth in Lending Act – Regulation Z
Truth in Savings Act – Regulation DD
USA Patriot Act

Banking Skills

Building & Retaining Customer Relations
Essential Frontline Issues
IRA Training
Supervisory Training

KBA Seminars

Legal Update
Deposit Compliance
Lending Fundamentals
Account Documentation

Instructors

We utilize a number of instructors, including KBA's EVP & Legal Department Director Terri D. Thomas, to conduct in-bank training. The presenter selected is dependent on the topic and timing of the training. Please contact Brenda L. Unruh at the KBA for pricing and speaker information.

Just as bankers need to respond to their customers' needs, we make it a top priority to respond to yours.

ONLINE TRAINING PARTNERS



Provides state-of-the-art, Internet-based training using interactive and engaging coursework combined with a learning management system to manage training activities.



Consists of skill-building courses covering retail, consumer, small business and commercial banking topics as well as compliance and trust. All courses are completed over the Internet.



Online training provider offering in excess of 750 regulatory compliance, financial skills and professional development courses with targeted tracks for specific job functions.



Offers eleven certification programs focused on specific information technology needs. Each certification course is ten weeks and may be completed online at the student's convenience.

WEBINAR TRAINING PROVIDERS



Sunflower Webinar Series

These webinars originate at the KBA and tend to focus on need-to-know, Kansas



Graduate School of Banking
at the University of Wisconsin – Madison

KBA partners with the Graduate School of Banking at the University of Wisconsin-Madison to offer webinar training designed to meet the dynamic needs of today's busy financial professional. May be viewed live or on-demand.

For more information on KBA's training resources, please visit www.ksbankers.com

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Watch our weekly E-source and website for additional programs to be added. If you are not receiving our E-source, please email a member of our staff to be added to the distribution list.