



KANSAS BANKERS
ASSOCIATION

BASICS OF BANKING: AN OVERVIEW

January 29, 2025 - VIRTUAL

ABOUT EVENT

This webinar will provide an “introduction” to the banking industry and touch on most all aspects of banking.

By attending this training session, you will develop an understanding of the following areas of banking.

This webinar is a must for all new bankers and/or those that want to “brush up” on their general banking knowledge!

WHO SHOULD ATTEND: Credit analysts, personal bankers, financial service representatives, tellers, business development officers.



DAVID OSBURN, MBA, CCRA

David is the founder and managing member of David L. Osburn & Associates LLC, a Las Vegas-based business training and contract CFO firm that provides seminar/keynote speeches for various groups including CPAs, bankers, attorneys, credit union employees, credit managers, trade groups, and business owners. He also serves as a contract CFO for several clients including construction companies, medical practitioners, and real estate developers, co-manages a bank educational program with the University of Nevada Las Vegas, and is a board member of North Star Business Services, a commercial lending company (commercial real estate and equipment financing). His extensive professional background encompasses over 24 years in banking, finance, and marketing. His bank commercial lending credentials include comprehensive loan underwriting, management, customer development, and loan work-out experience.

TRAINING TOPICS:

- » Full-service commercial banking including a brief history of the modern US banking industry and how banks make money
- » Products and services offered by banks including depository accounts, lending, trust department, and cash management
- » Types of loans-consumers, residential, and commercial
- » The five “Cs” of credit: capacity, capital, collateral, conditions, and character
- » Investment products (FDIC and non-FDIC insured)
- » Competitors in the marketplace
- » Customer Service Skills and their importance in all aspects of banking
- » Emerging technologies including the latest trends
- » Banking regulations and regulatory agencies
- » Management of the bank including the ALCO, audit, and loan committees

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Program Agenda

9:30 a.m. - 11:30 a.m.



ASSET SIZE	LIVE	ONDEMAND	BOTH
\$25 mil & under	___ \$150	___ \$200	___ \$250
\$26 mil - \$100 mil	___ \$250	___ \$300	___ \$350
\$101 mil - \$250 mil	___ \$350	___ \$400	___ \$450
\$251 mil - \$400 mil	___ \$450	___ \$500	___ \$550
\$401 mil - \$750 mil	___ \$550	___ \$600	___ \$650
\$751 mil - \$1 bil	___ \$650	___ \$700	___ \$750
Over \$1 billion	___ \$750	___ \$800	___ \$850
Assoc. Members	___ \$550	___ \$600	___ \$650
Non-members	___ \$1,500	___ \$1,600	___ \$1,700

We understand circumstances arise requiring cancellation. Cancel up to five business days before the program and your registration will be refunded. There is no limit to the number of employees that can attend the virtual session from your institution. If you have more than one attending, please email Alana Seelbach at aseelbach@ksbankers.com. A 30-day replay will be available for "live" or "both" registration option participants.

Name: _____

Bank Location: _____ E-mail: _____

Name: _____

Bank Location: _____ E-mail: _____

Bank: _____

Total Enclosed: \$ _____ Total Attending: _____

Address: _____

City: _____ State: _____ Zip: _____

Three ways to register:

1. Complete and mail registration form with payment.
2. Fax registration form, followed by mailing of payment. Please use this form as your invoice.
3. Register Online using a credit card at www.ksbankers.com