

GSB Online Seminars

September - December 2024

Co-Sponsored By:

The Graduate School of Banking at the University of Wisconsin-Madison and Oklahoma Bankers Association

Upcoming Programs (listed in alphabetical order):

For additional information— including detailed seminar descriptions and presenter bios— and to register online, please visit <https://www.gsb.org/schools-programs/online-seminars/choose-a-seminar/>

A/L MANAGEMENT

A Beginners Guide to Asset/Liability Management-Fa24 on October 17 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/a-beginners-guide-to-asset-liability-management-fa24/>

Fundamentals of Interest Rate Swaps and Caps-Fa24 on October 9 & 10 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/fundamentals-of-interest-rate-swaps-and-caps-fa24/>

Managing Liquidity and Interest Rate Risk-Fa24 on November 14 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/managing-liquidity-and-interest-rate-risk-fa24/>

Net Interest Margin Volatility-Fa24 on October 24 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/net-interest-margin-volatility-fa24/>

Sound Practices for Liquidity Risk Management-Fa24 on November 7 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/sound-practices-for-liquidity-risk-management-fa24/>

Understanding and Interpreting Interest Rate Expectations-Fa24 on September 18 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/understanding-and-interpreting-interest-rate-expectations-fa24/>

HR MANAGEMENT

Antiwork: How a Savvy, Angry Generation is Rebelling Against YOUR Company and What to Do About It-Fa24 on October 3 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/antiwork-how-a-savvy-angry-generation-is-rebelling-against-your-company-and-what-to-do-about-it-fa24/>

Emotionally Intelligent Leadership-Fa24 on December 10 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/emotionally-intelligent-leadership-fa24/>

Employee Retention Strategies in a Dynamic Labor Market-Fa24 on October 3 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/employee-retention-strategies-in-a-dynamic-labor-market-fa24/>

Interviewing Skills for Better Hires-Fa24 on October 25 from 9:30 am-11:00 am CT
<https://gsb.org/product/interviewing-skills-for-better-hires-fa24/>

Managing Generations in the Workplace-Fa24 on September 27 from 9:30 am-11:00 am CT
<https://gsb.org/product/managing-generations-in-the-workplace-fa24/>

LENDING

Business Financial Statements and Tax Returns - Cash vs. Accrual Accounting Refresher-Fa24 on October 1 from 8:30 am-10:00 am CT

<https://gsb.org/product/business-financial-statements-and-tax-returns-cash-vs-accrual-accounting-refresher-fa24/>

Business Financial Statements and Tax Returns - Components of Business Financial Statements & Tax Returns-Fa24 on September 24 from 8:30 am-10:00 am CT

<https://gsb.org/product/business-financial-statements-and-tax-returns-components-of-business-financial-statements-tax-returns-fa24/>

Business Financial Statements and Tax Returns - Developing and Analyzing Key Financial Ratios-Fa24 on November 5 from 8:30 am-10:00 am CT

<https://gsb.org/product/business-financial-statements-and-tax-returns-developing-and-analyzing-key-financial-ratios-fa24/>

Business Financial Statements and Tax Returns - Navigating and Analyzing a Business Tax Return-Fa24 on October 15 from 8:30 am-10:00 am CT

<https://gsb.org/product/business-financial-statements-and-tax-returns-navigating-and-analyzing-a-business-tax-return-fa24/>

Commercial Lending - Five Keys to Better Credit Memos and Loan Packages-Fa24 on November 14 from 8:30 am-10:00 am CT

<https://gsb.org/product/commercial-lending-five-keys-to-better-credit-memos-and-loan-packages-fa24/>

Commercial Lending - Global Cash Flow Mechanics, Including Living Expenses-Fa24 on December 3 from 8:30 am-10:00 am CT

<https://gsb.org/product/commercial-lending-global-cash-flow-mechanics-including-living-expenses-fa24/>

Commercial Lending - Loan Agreements and Covenants-Fa24 on November 12 from 8:30 am-10:00 am CT

<https://gsb.org/product/commercial-lending-loan-agreements-and-covenants-fa24/>

Commercial Lending - Five Keys to Better Credit Memos and Loan Packages-Fa24 on November 14 from 8:30 am-10:00 am CT

<https://gsb.org/product/commercial-lending-five-keys-to-better-credit-memos-and-loan-packages-fa24/>

Commercial Lending - Global Cash Flow Mechanics, Including Living Expenses-Fa24 on December 3 from 8:30 am-10:00 am CT

<https://gsb.org/product/commercial-lending-global-cash-flow-mechanics-including-living-expenses-fa24/>

Commercial Lending - Loan Agreements and Covenants-Fa24 on November 12 from 8:30 am-10:00 am CT

<https://gsb.org/product/commercial-lending-loan-agreements-and-covenants-fa24/>

CRE Appraisals - Overview of Appraisal Rules/Guidelines and the Review Process-Fa24 on November 5 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-appraisals-overview-of-appraisal-rules-guidelines-and-the-review-process-fa24/>

CRE Appraisals - Key Appraisal Components Beyond the Approaches to Value-Fa24 on November 26 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-appraisals-key-appraisal-components-beyond-the-approaches-to-value-fa24/>

CRE Appraisals - Appraisal Approaches to Value De-mystified-Fa24 on November 14 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-appraisals-appraisal-approaches-to-value-de-mystified-fa24/>

CRE Appraisals - Overview of Evaluations and Other Valuation Options-Fa24 on December 3 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-appraisals-overview-of-evaluations-and-other-valuation-options-fa24/>

CRE Lending - Developing a Cash Flow and Key Ratios-Fa24 on September 24 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-lending-developing-a-cash-flow-and-key-ratios-fa24/>

CRE Lending - Issues with Property Types & Lease Structures-Fa24 on October 15 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-lending-issues-with-property-types-lease-structures-fa24/>

CRE Lending - Cap Rates and Factors Beyond Debt Coverage and Loan-to-Value-Fa24 on October 1 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-lending-cap-rates-and-factors-beyond-debt-coverage-and-loan-to-value-fa24/>

CRE Lending - Developing a Global Analysis of Property Holdings-Fa24 on November 5 from 10:30 am-12:00 pm CT

<https://gsb.org/product/cre-lending-developing-a-global-analysis-of-property-holdings-fa24/>

Construction Lending - Administering and Monitoring Residential Construction Loans-Fa24 on November 26 from 8:30 am-10:00 am CT

<https://gsb.org/product/construction-lending-administering-and-monitoring-residential-construction-loans-fa24/>

Consumer Lending - Overview of Credit History and the Role of Collateral-Fa24 on November 26 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/consumer-lending-overview-of-credit-history-and-the-role-of-collateral-fa24/>

Consumer Lending - Analyzing Personal Financial Statements and Loan Applications-Fa24 on November 14 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/consumer-lending-analyzing-personal-financial-statements-and-loan-applications-fa24/>

Consumer Lending - Introduction to Consumer Lending-Fa24 on November 12 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/consumer-lending-introduction-to-consumer-lending-fa24/>

Consumer Lending - Overview of Residential Mortgages and Home Equity Lending-Fa24 on December 3 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/consumer-lending-overview-of-residential-mortgages-and-home-equity-lending-fa24/>

Personal Tax Returns and Cash Flow - Focus on Sole Proprietorships, Rental Property and Farms-Fa24 on September 24 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-sole-proprietorships-rental-property-and-farms-fa24/>

Personal Tax Returns and Cash Flow - Focus on Global Cash Flow as an Underwriting Tool for Businesses and Owners-Fa24 on October 15 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-global-cash-flow-as-an-underwriting-tool-for-businesses-and-owners-fa24/>

Personal Tax Returns and Cash Flow - Focus on Pass-Through Entities and Schedule K-1s-Fa24 on October 1 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/personal-tax-returns-and-cash-flow-focus-on-pass-through-entities-and-schedule-k-1s-fa24/>

Personal Tax Returns and Cash Flow - Advanced Personal Cash Flow Issues, Including Capital Gains-Fa24 on November 5 from 1:00 pm-2:30 pm CT

<https://gsb.org/product/personal-tax-returns-and-cash-flow-advanced-personal-cash-flow-issues-including-capital-gains-fa24/>

Profitability Under Attack - Why Deposit and Loan Pricing Strategies are the Key to Your Financial Institution's Future Success-Fa24 on October 10 from 2:00 pm-3:00 pm CT

<https://gsb.org/product/profitability-under-attack-why-deposit-and-loan-pricing-strategies-are-the-key-to-your-financial-institutions-future/>

SBA Lending - SBA Loan Programs and When to Use Each One-Fa24 on October 24 from 10:00 am-11:30 am CT
<https://gsb.org/product/sba-lending-sba-loan-programs-and-when-to-use-each-one-fa24/>

SBA Lending - Common Issues in SBA Loan Files-Fa24 on November 14 from 10:00 am-11:30 am CT
<https://gsb.org/product/sba-lending-common-issues-in-sba-loan-files-fa24/>

SBA Loan Programs - What's New?-Fa24 on December 5 from 10:00 am-11:30 am CT
<https://gsb.org/product/sba-loan-programs-whats-new-fa24/>

MANAGEMENT

Building a Culture that Develops Future Leaders-Fa24 on October 10 from 10:00 am-11:30 am CT
<https://gsb.org/product/building-a-culture-that-develops-future-leaders-fa24/>

Creating the Right Enterprise Risk Management (ERM) Program for YOUR Community Bank-Fa24 on September 19 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/creating-the-right-enterprise-risk-management-erm-program-for-your-community-bank-fa24/>

Championing Change for Loan Growth-Fa24 on October 15 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/championing-change-for-loan-growth-fa24/>

Customer-Centric Banking: Navigating Success through Journey Mapping-Fa24 on October 16 from 2:00 pm-3:00 pm CT
<https://gsb.org/product/customer-centric-banking-navigating-success-through-journey-mapping-fa24/>

Characteristics of Strong Risk Assessments and Tools to Monitor and Report Results-Fa24 on October 17 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/characteristics-of-strong-risk-assessments-and-tools-to-monitor-and-report-results-fa24/>

Manage Your Core Assets...Relationships, Teams, Brands-Fa24 on September 26 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/manage-your-core-assetsrelationships-teams-brands-fa24/>

New Deposit Products Yielding Durable Competitive Advantage-Fa24 on October 22 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/new-deposit-products-yielding-durable-competitive-advantage-fa24/>

Optimizing Interest-Bearing Deposit Strategies-Fa24 on October 16 from 2:00-3:30 p.m. CT
<https://gsb.org/product/optimizing-interest-bearing-deposit-strategies-fa24/>

Strategic Planning for Your Community Bank - It's all About Your Strategy-Fa24 on September 10 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/strategic-planning-for-your-community-bank-its-all-about-your-strategy-fa24/>

Three Key Risk Assessments in Your ERM Program: ERM, IT and Internal Controls-Fa24 on November 14 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/three-key-risk-assessments-in-your-erm-program-erm-it-and-internal-controls-fa24/>

MARKETING

Effective Marketing in a World Driven by Technology and Compliance-Fa24 on November 7 from 2:00 pm-3:30 pm CT
<https://gsb.org/product/effective-marketing-in-a-world-driven-by-technology-and-compliance-fa24/>

RELATIONSHIP BANKING

Grow Deposits & Relationships with Transformative Branch Conversations-Fa24 on September 11 from 10:00 am-11:00 am CT

<https://gsb.org/product/grow-deposits-relationships-with-transformative-branch-conversations-fa24/>

Retail Banking: Sales, Growth and Client Relationship Keys-Fa24 on October 30 from 2:00 pm-3:30 pm CT

<https://gsb.org/product/retail-banking-sales-growth-and-client-relationship-keys-fa24/>

Six Keys to Effective Commercial Business Development-Fa24 on November 20 from 2:00 pm-3:30 pm CT

<https://gsb.org/product/six-keys-to-effective-commercial-business-development-fa24/>

TECHNOLOGY

Responsibilities of the Information Security Officer-Fa24 on September 13 from 10:00 am-11:30 am CT

<https://gsb.org/product/responsibilities-of-the-information-security-officer-fa24/>

Securing Office 365 - A Roadmap-Fa24 on November 15 from 10:00 am-11:30 am CT

<https://gsb.org/product/securing-office-365-a-roadmap-fa24/>

Using Your BIA and Data Flow Diagrams to Understand Risk-Fa24 on October 18 from 10:00 am-11:30 am CT

<https://gsb.org/product/using-your-bia-and-data-flow-diagrams-to-understand-risk-fa24/>

Vendor Management 2025 - How to Make Better Vendor Management Decisions-Fa24 on December 13 from 10:00 am-11:30 am CT

<https://gsb.org/product/vendor-management-2025-how-to-make-better-vendor-management-decisions-fa24/>

GENERAL

A Passion for Women in Leadership - Encouraging the Next Generation of Women Leaders-Fa24 on December 5 from 2:00 pm-3:30 pm CT

<https://gsb.org/product/a-passion-for-women-in-leadership-encouraging-the-next-generation-of-women-leaders-fa24/>

Foundations for Operational Excellence in Banking-Fa24 on November 6 from 2:00 pm-3:30 pm CT

<https://gsb.org/product/foundations-for-operational-excellence-in-banking-fa24/>

Public Finance and Banking-Fa24 on December 6 from 10:00 am-11:30 am CT

<https://gsb.org/product/public-finance-and-banking-fa24/>

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

For additional information, please visit gsb.org