

2023-2024

► PROFESSIONAL DEVELOPMENT



Welcome to NH Bankers Association's 2023-2024 Professional Development offerings. We've made it easy for you to see what programs are geared to you by occupation and career development.

A full calendar of events is included - save the dates!

NH►Bankers
ASSOCIATION

nhbankers.com



Career DEVELOPMENT

Plan your continued learning with our career-focused continued education.

Emerging Leaders

- ▶ Capitol Day
- ▶ Emerging Leaders Conference
- ▶ Emerging Leaders Forum w/CPA Society
- ▶ New England School of Financial Studies
- ▶ Northern New England School of Banking
- ▶ ABA-Wharton Emerging Leaders Certificates
- ▶ Young Bankers Peer Group

Managers

- ▶ ABA Supervisor/Team Leader Certificate
- ▶ ABA Branch Manager Certificate
- ▶ ABA Workplace Skills Courses

CEO/Market President/ Senior Managers

- ▶ American Bankers Association Washington Summit
- ▶ Fall Washington Visit
- ▶ Independent Community Bankers of America Capital Summit
- ▶ NH & VT Bankers Annual Conference
- ▶ Spring Executive Management Meeting
- ▶ SBS Institute Certified Banking Security Executive

Directors

- ▶ Directors Education Series
- ▶ FDIC Directors College
- ▶ Trustees and Directors Forum

For Everyone

- ▶ ABA Certificate Programs
- ▶ NH Bankers Annual Meeting
- ▶ OnCourse Learning Webinars
- ▶ Women in Leadership
- ▶ Franklin Pierce University Partnership Offering Discount for Online Degrees
- ▶ UNH/Paul College Partnership Offering Discount for Masters Degrees



Occupation DEVELOPMENT

Plan your job-focused learning with education for occupational development.



Advocacy/Grassroots

- ▶ American Bankers Association Washington Summit
- ▶ Capitol Day
- ▶ Fall Washington Visit
- ▶ Independent Community Bankers of America Capital Summit



Retail

- ▶ ABA Retail Banking Certificates
 - Bank Financial Management
 - Bank Solutions Provider
 - Bank Teller
 - Branch Manager
 - Customer Service Rep
 - Personal Banker
 - Supervisor/Team Leader
 - Universal Banker
- ▶ Retail Banking Conference
- ▶ Retail Peer Group



Business, Commercial Lending and Credit

- ▶ Credit Analyst Development Program
- ▶ Commercial Lending Development Program
- ▶ ABA Business & Commercial Lending Certificate
- ▶ ABA Small Business Banker Certificate
- ▶ ABA Financial and Credit Risk Management Certificate
- ▶ Commercial Lending Peer Group



Security and Risk Management

- ▶ Bank Security Seminar
- ▶ ABA Risk Management Certificates
 - Operational Risk Management
 - Risk Management Frameworks
 - Fraud Prevention
- ▶ Fraud/Risk Management Peer Group



Compliance

- ▶ Compliance Conference
- ▶ Fall Compliance Workshop
- ▶ BSA Workshop
- ▶ Certified Cryptocurrency Investigator Program
- ▶ ABA Compliance Certificates
 - BSA/AML
 - Compliance Essentials
 - Deposit Compliance
 - Lending Compliance Core Concepts
 - Mortgage Lending Compliance
- ▶ Compliance Peer Group



Technology

- ▶ ABA Cybersecurity Awareness Training
- ▶ IT Peer Group



Trust & Wealth Management

- ▶ Tri-State Trust Forum
- ▶ ABA Certificates
 - Trust Administration
 - Core Concepts for Fiduciary Advisors
 - Fiduciary Principles and Ethics
 - Fiduciary Relationship Management
 - Fiduciary Risk and Compliance
 - Integrated Wealth Planning and Advice
- ▶ Trust Peer Group



Consumer Lending

- ▶ Tri-State Mortgage Conference
- ▶ ABA Mortgage Lending Certificate
- ▶ ABA Mortgage Lending Compliance Certificate
- ▶ Mortgage Peer Group

For more information on all our programs, contact Sandy Tracy at stracy@nhbankers.com or 603-224-5373.



ABA Learning CERTIFICATES

Build the skills necessary to prepare for a career in banking or to enhance the skills and knowledge you already have.



MAINE BANKERS ASSOCIATION
NEW HAMPSHIRE BANKERS ASSOCIATION
VERMONT BANKERS ASSOCIATION

Maine, New Hampshire and Vermont Bankers Associations are your Local ABA Training Providers.

Members of Maine, New Hampshire and Vermont Bankers Associations receive member pricing. You do not need to be a member of the American Bankers Association to receive this member benefit.

ABA Bank Solutions Provider Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM; 1.25 CSOP; 1.25 CFMP; 1.0 CCTS, CISP, CLBB, CRSP, CTFA

Member cost: \$495

Duration: 6.5 hours

ABA Bank Teller Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA

Member cost: \$695

Duration: 12 hours

ABA Branch Manager Certificate

Credit earned: 1.75 CFMP; 1.5 CAFP, CFSSP, CRCM; 1.25 CSOP; 1.0 CCTS, CISP, CLBB, CRSP, CTFA

Member cost: \$1,295

Duration: 14 hours

ABA Certificate in Asset Management

Credit earned: 13 CTFA, 8.5 CRSP, 8.00 CSOP, 0.50 CISP

Member cost: \$1,795

Duration: 9 hours

ABA Certificate in Bank Financial Management*

Credit earned: 72 CERP; 1 CAFP, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP

Member cost: Individually priced

*The ABA Certificate in Bank Financial Management is unique in it consists of a combination of facilitated courses and self-paced courses. This certificate is not purchasable as a whole curriculum - users must purchase the courses within the certificate individually. Upon completion, the user may request a printed certificate.

ABA Certificate in BSA and AML Compliance

Credit earned: 8.5 CAFP; 8.75 CRCM; 7.75 CFSSP; 3.25 CTFA(FID); 2.0 CCTS; 1.25 CSOP

Member cost: \$1,595

Duration: 7 hours

ABA Certificate in Business and Commercial Lending

Credit earned: 42.0 CLBB, 3.75 CERP (self-paced); or 90.0 CLBB (facilitated)

Member cost: \$1,295

Duration: 33 hours

ABA Certificate in Compliance Essentials

Credit earned: 14.75 CRCM, 10.25 CERP, 3 CAFP, 1.25 CCTS, CSOP

Member cost: \$1,995

Duration: 12 hours 5 min

ABA Certificate in Core Concepts for Fiduciary Advisors

Credit earned: 4.5 CTFA, 2.75 CCTS, 3.25 CRSP, 2.0 CSOP

Member cost: \$895

Duration: 3 hours 30 min

ABA Certificate in Deposit Compliance

Credit earned: 7.25 CRCM, 4.25 CERP, 3.00 CAFP, 1.75 CSOP, 1 CFMP

Member cost: \$995

Duration: 5.5 hours

ABA Digital Banker Certificate

Credit earned: 2.75 CFMP, 2.0 CAFP, 1.75 CRCM, 0.75 CSOP

Member cost: \$495

Duration: 3 hours

ABA Certificate in Fiduciary Principles and Ethics

Credit earned: 2.25 CTFA, 1.5 CCTS, CRSP, CSOP

Member cost: \$395

Duration: 1 hour 30 min

ABA Certificate and Fiduciary Relationship Management

Credit earned: 7.0 CTFA

Member cost: \$1,295

Duration: 5 hours

ABA Certificate in Fiduciary Risk and Compliance

Credit earned: 2.25 CTFA, 1.25 CSOP, 1.25 CISP, 1.25 CRSP

Member cost: \$595

Duration: 2 hours 30 min

ABA Certificate in Financial and Credit Risk Management

Credit earned: 7.0 CERP

Member cost: \$1,295

Duration: 5 hours 15 min

ABA Learning CERTIFICATES

ABA Certificate in Fraud Prevention

Credit earned: 6.75 CAFP, CFSSP; 2.0 CRCM
Member cost: \$795
Duration: 5 hours 20 min

ABA Certificate in General Banking*

Credit earned: 37.5 CLBB; 15 CFMP
Member cost: Individually priced

*The ABA Certificate in General Banking is unique in that it consists of a combination of facilitated courses and self-paced courses. This certificate is not purchasable as a whole curriculum - users must purchase the courses within the certificate individually. Upon completion, the user may request a printed certificate.

ABA Certificate in Integrated Wealth Planning and Advice

Credit earned: 19.75 CTFA, 5.25 CISP, 4.75 CRSP, 0.75 CSOP
Member cost: \$2,395
Duration: 12 hours

ABA Certificate in Lending Compliance Core Concepts

Credit earned: 10.75 CRCM, 6.25 CERP, 2.25 CAFP
Member cost: \$1,095
Duration: 8.5 hours

ABA Certificate in Mortgage Lending Compliance

Credit earned: 17.5 CRCM, 8.75 CERP, 2.25 CAFP
Member cost: \$1,995
Duration: 13.5 hours

ABA Certificate in Operational Risk Management

Credit earned: 9.25 CAFP; 12.75 CERP; 11.5 CRCM; 9.75 CSOP; 5.5 CFSSP
Member cost: \$1,595
Duration: 10 hours

ABA Certificate in Risk Management Frameworks

Credit earned: 9.75 CERP
Member cost: \$1,395
Duration: 8 hours

ABA Certificate in Trust Administration

Credit earned: 9 7.75 CTFA, 2.75 CSOP, 1.50 CCTS, 0.75 CRSP
Member cost: \$895
Duration: 5 hours 30 min

ABA Customer Service Representative Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA
Member cost: \$795
Duration: 10.5 hours

ABA Foundational Certificate in Bank Marketing

Credit earned: 49.00 CFMP, 1.25 CRCM, CSOP
Member cost: \$1,095
Duration: 17 hours

ABA Health Savings Account (HSA) Expert Certificate

Credit earned: 5.25 CISP, CRSP, CTFA
Member cost: \$795
Duration: 2.5 hours

ABA Personal Banker Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA
Member cost: \$795
Duration: 13.5 hours

ABA Private Banker Certificate

Credit earned: 23.5 CTFA; 11.75 CERP; 7 CRSP; 3.75 CSOP; 2.5 CISP; 0.75 CCTS
Member cost: \$ 3,495
Duration: 28 hours 30 min

ABA Residential Mortgage Lender Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1.0 CCTS, CISP, CRSP, CTFA
Member cost: \$775
Duration: 24 hours

ABA Small Business Banker Certificate

Credit earned: 1.5 CFMP, 3.75 CSOP, 11 CTFA, 12 CLBB
Member cost: \$495
Duration: 11 hours

ABA Supervisor/Team Leader Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CLBB, CRSP, CTFA
Member cost: \$895
Duration: 9.5 hours

ABA Universal Banker Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CLBB, CRSP, CTFA
Member cost: \$795
Duration: 9.5 hours

ABA Wharton Emerging Leaders Certificate: Strategy

Credit earned: N/A
Member cost: \$1,695
Duration: 20 hours

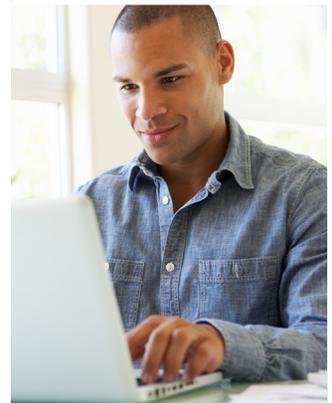
ABA Wharton Emerging Leaders Certificate: Engaging and Motivating Talent

Credit earned: N/A
Member cost: \$1,695
Duration: 18 hours

ABA Wharton Emerging Leaders Certificate: Advanced Emerging Leadership

Credit earned: N/A
Member cost: \$695
Duration: 41 hours

Certificate listings are current as of October 20, 2023.
Questions? Contact Sandy Tracy at stracy@nhbankers.com or 603-224-5373.



2023 NH Bankers **EVENT DATES**

Save the dates! Notification on each event will occur when registration opens.

 **SEPTEMBER**

**NH & VT Bankers
Annual Conference**

Quebec City, QC
September 15-17

**Women's Golf Tournament
w/NH CPA Society**

Goffstown, NH
September 25

Tri-State Trust Forum

Portsmouth, NH
September 28-29

Fall Washington Visit

Washington, DC
September 28-29

 **OCTOBER**

**Emerging Leaders Forum
w/CPA Society & NH Bar Assn**

Manchester, NH
October 5 - *Postponed*

**Northern New England
School of Banking**

Portsmouth, NH
October 16-20

**Understanding Bank
Performance**

Virtual
October 30, 31
November 6, 7, 13, 14, 20, 21

Trustees and Directors Forum

Concord, NH
October 31

 **NOVEMBER**

BSA/AML/CFT Wrap Up 2023

Virtual
November 1-2

Fall Compliance Workshop

Concord, NH
November 15

2024 NH Bankers **EVENT DATES**

 **JANUARY**

Emerging Leaders Conference

Virtual
January 9

Northern New England CFO Conference

TBD
April 4-5

 **FEBRUARY**

Tri-State Mortgage Conference

Portsmouth, NH
February 8-9

 **MAY**

Independent Community Bankers of America Capital Summit

Washington, DC
TBD

 **MARCH**

New England State Bankers Associations Regional Large Bank Legislative Meeting

Boston, MA
March 10-11

Spring Executive Management Meeting

Bretton Woods, NH
May 9-10

Capitol Day

Concord, NH
March 5

New England School of Financial Studies

Wellesley MA
TBD

American Bankers Association Washington Summit

Washington DC
March 18-20

Compliance Conference

Concord, NH
May 21-22

 **MARCH - JUNE**

Commercial Lending Development Program

Virtual
March 20-21
April 18-19
May 16-17
June 6-7

 **JUNE**

Bank Security Seminar

Concord, NH
TBD

FDIC Directors College

Concord, NH
TBD

NH Bankers Annual Meeting

Concord, NH
June 14

 **APRIL**

Women in Leadership

TBD
April 30



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ASSOCIATION

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