

# ➤ PROFESSIONAL DEVELOPMENT 2026



*Welcome to NH Bankers Association's 2026 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](http://nhbankers.com)



# Career DEVELOPMENT

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

## Emerging Leaders

- ▶ Capitol Day
- ▶ Emerging Leaders Conference
- ▶ Leadership Foundations Certificate Program with UNH
- ▶ New England School of Financial Studies
- ▶ Northern New England School of Banking
- ▶ ABA-Wharton Emerging Leaders Certificates

## Managers

- ▶ ABA Management Skills Courses & Certificates
- ▶ New England School of Financial Studies
- ▶ Peer Groups

## Executive and Senior Managers

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

## Directors

- ▶ ABA Board Training
- ▶ BankDirector Programs
- ▶ Directors Education Series
- ▶ FDIC Directors College
- ▶ Trustees and Directors Forum

## For Everyone

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

# Occupational 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

## Business, Commercial Lending and Credit

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

## Compliance

- ▶ Compliance Conference
- ▶ Fall Compliance Workshop
- ▶ BSA Workshop
- ▶ ABA Compliance Certificates
  - BSA and AML Compliance
  - Compliance Essentials
  - Compliance Management System
  - Deposit Compliance
  - Lending Compliance Core Concepts
  - Mortgage Lending Compliance

## Consumer Lending

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

## Retail

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

## Security, Fraud/Risk Management

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

## Technology

- ▶ ABA Cybersecurity Awareness Training
- ▶ SBS Certified Programs
- ▶ IT Peer Group

## Trust & Wealth Management

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



# ABA Learning CERTIFICATES

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



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

*Members of 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 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 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 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 Compliance Management System (CMS)

**Credit earned:** N/A

**Member cost:** \$695

**Duration:** 2 hours 10 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 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 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 Learning CERTIFICATES

## 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:** Individually priced  
**Duration:** 17 hours

\*The ABA Certificate in Bank Marketing 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 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



**NH Bankers**  
ASSOCIATION

with



University of  
New Hampshire  
Peter T. Paul College of  
Business and Economics

Presents an Intensive Program for  
Future Leaders in Banking

# LEADERSHIP FOUNDATIONS CERTIFICATE WITH UNH

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## Program Objectives:

- Prepare for a management role or higher level management role
- Explore the distinction between leading and managing
- Develop strategies for managing change with a variety of constituencies
- Develop skills/experience in thinking strategically
- Enhance leadership communication skills and confidence in navigating difficult conversations
- Understand the key drivers of team effectiveness

## Who should attend:

- Bankers who are beginning their careers and have not yet held a management position
- Bankers who may have already attended the Northern New England School of Banking

**Ask for more information!**

Growing tomorrow's leaders, today.



# 2026 NH Bankers EVENT DATES

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

## JANUARY

### Emerging Leaders in Banking Workshop

January 12 - Concord, NH

### Mental Health First Aid

January 14 - Concord, NH

### New England Economic Forum Outlook 26

January 16 - Foxboro, MA

### New England Women and Allies Peer Group

January 21 - Virtual

## FEBRUARY

### New England State Bankers Associations Regional Large Bank Legislative Meeting

February 1-2 - Boston, MA

### Tri-State Mortgage Conference

February 5-6 - Portsmouth, NH

### Breaking into Banking 101

February 25 - Virtual

## MARCH

### Capitol Day

March 3 - Concord, NH

### American Bankers Association Washington Summit

March 9-11 - Washington, DC

### Credit Analyst Development Program

Begins March 12 - Virtual

### Breaking into Banking 201

March 26 - Virtual

### Northern New England CFO Conference

March 26-27 - Portsmouth, NH

## APRIL

### Women in Banking

April 14 - Concord, NH

### Independent Community Bankers of America Capital Summit

April 29-May 1 - Washington, DC

## MAY

### BSA Workshop

May 6 - Concord, NH

### Spring C-Suite Meeting

May 14-15 - Stowe, VT

### New England School for Financial Studies

May 17-22 - Wellesley, MA

### Compliance Conference

May 19-20 - Concord, NH

## JUNE

### FDIC Directors College

June 2 - Concord, NH

### NH Bankers Annual Meeting

June 11 - Concord, NH

### Bank Security Seminar

June 17 - Concord, NH

## JULY

### Women Lead Symposium w/ABA

July 30 - Virtual

## AUGUST

### Commercial Lending Development Program

Starts August 20 - Virtual

## SEPTEMBER

### NH & VT Bankers Annual Conference

September 14-16 - Whitefield, NH

### Credit Analyst Development Program

Starts September 17 - Virtual

### Fall Washington Visit

September 28-30 - Washington, DC

## OCTOBER

### Tri-State Trust Forum

October 1-2 - Portsmouth, NH

### Northern New England School of Banking

October 19-23 - Portsmouth, NH

## NOVEMBER

### Trustees and Directors Forum

November 5 - Concord, NH

### Fall Compliance Workshop

November 18 - Concord, NH



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**NH** Bankers  
ASSOCIATION

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