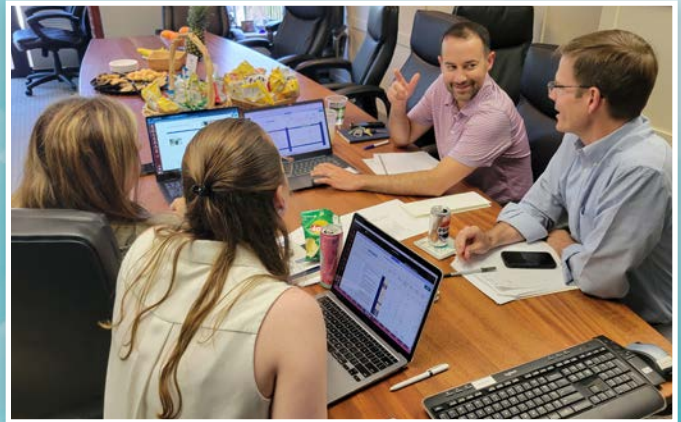


# ➤ PROFESSIONAL DEVELOPMENT 2026



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
- ▶ SBS Certified Programs
- ▶ 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:** \$495

**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, CLBBI; 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, CLBBI; 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, CLBBI; 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 CLBBI  
**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, CLBBI, 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, CLBBI, CRSP, CTFA  
**Member cost:** \$795  
**Duration:** 9.5 hours

## ABA Wharton Emerging Leaders Certificate: Strategy

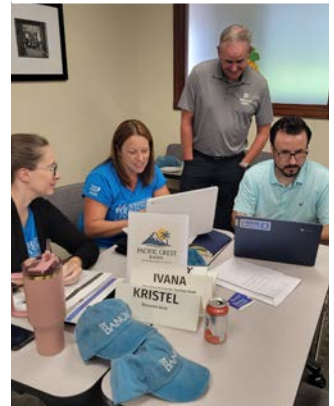
**Credit earned:** N/A  
**Member cost:** \$1,695  
**Duration:** 20 hours

## 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



Presents an Intensive Program for  
Future Leaders in Banking

# LEADERSHIP FOUNDATIONS CERTIFICATE WITH UNH

Sponsored by



and



## 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

*Program runs from January - September each year.*

**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

**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

**Peer Today, Boss Tomorrow: Banking  
Supervisor Training**  
April 28 - 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

**Mental Health First Aid**  
June 16 - Concord, NH

**Bank Security Seminar**  
June 17 - Concord, NH

## JULY

**Women Lead Symposium w/ABA**  
July 30 - Virtual

## AUGUST

**Fraud Academy**  
August 18-20 - Virtual

**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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