

ABA Training Certificates

For more than 100 years, bankers have been taking advantage of ABA programs to prepare for careers in banking or to enhance the skills and knowledge they already possess. Certificates build the skills necessary for a specific position in the bank and can be taken entirely online as a certificate curriculum. The programs are continually reevaluated and refined to reflect the current needs of bankers in their jobs today and changes in the industry.

ABA Bank Solutions Provider Certificate is for employees of companies that provide products and services to the banking industry, and who need a broad understanding of the banking business and the institutions they will be selling to and servicing.

ABA Bank Teller Certificate addresses the expanding role of bank tellers today by combining core cash handling courses with enhanced product knowledge and interpersonal skill development.

ABA Branch Manager Certificate prepares individuals to manage a banking office by covering banking essentials, sales management, people management and business management skills.

ABA Certificate in Bank Financial Management** is designed for those involved in the financial management of their bank and who make key decisions that affect bank profitability. An understanding of accounting and financial markets is helpful.

ABA Certificate in BSA and AML Compliance improves the ability of financial crimes professionals to detect and prevent suspicious and criminal activity used against banks.

ABA Certificate in Business and Commercial Lending focuses on financial statement analysis and commercial lending to familiarize lenders with both audited and unaudited statements, and fill any gaps in the understanding of credit analysis and underwriting.

ABA Certificate in Deposit Compliance provides a thorough grounding in key deposit regulations, and the ability to identify and respond to compliance requirements.

ABA Certificate in Financial Credit Risk Management includes seven courses covering the foundational aspects of financial and credit risk management.

ABA Certificate in Fraud Prevention helps both new and experienced financial crimes professionals establish and maintain a fraud management program with sufficient internal and external controls.

ABA Certificate in General Banking** centers on banking essentials with courses in accounting, economics, regulatory issues, marketing, etc. to provide the foundation for understanding banking, its role in the U.S. economy and the purpose of specific banking functions.

ABA Certificate in Lending Compliance provides a thorough base of key lending regulations, and the ability to identify and respond to compliance requirements.

ABA Certificate in Operational Risk Management provides knowledge to manage key operational risks such as cyber attacks, fraud losses, third-party service providers and model risk. Addresses training needs across the bank's three lines of defense and maintaining a strong operational risk management program.

**These two certificates consist of a combination of facilitated online and self-paced courses. Courses purchased individually and upon full completion, the certificate must be requested.

ABA Certificate in Risk Management Frameworks is for those new in risk management and covers the entire risk management lifecycle. Learn how to establish an effective governance process by risk identification, measurement, evaluation, monitoring, controls and reporting.

ABA Customer Service Representative Certificate builds the skills needed to conduct basic banking transactions, cross-sell bank products and services, and resolve customer problems with knowledge of pertinent bank policies and procedures.

ABA Digital Banker Certificate helps bankers develop the knowledge and skills they need to provide quality customer service in today's digital first world.

ABA Foundational Certificate in Bank Marketing develops the key skills essential to build a successful bank marketing program thru a combination of self-paced online courses, and facilitated online courses.

ABA Personal Banker Certificate provides a blend of banking knowledge and skills for personal bankers to enable them to provide full-service banking to customers.

ABA Residential Mortgage Lender Certificate provides a solid understanding of banking, credit analysis, legal principles and relationship sales skills needed in the mortgage process.

ABA Small Business Banker Certificate is for branch managers and branch-based small business bankers who need the skills to build a relationship-centric sales approach and engage business customers.

ABA Supervisor/Team Leader Certificate helps individuals develop the necessary skills to effectively lead and manage teams to collaborate in order to meet common objectives and achieve specific results.

ABA Universal Bankers Certificate provides core knowledge and skills for the newest and fastest-growing role in retail banking, and prepares universal bankers to cater to a changing customer mindset by being the single point of contact for walk-in customers.

ABA Wealth Management and Trust

- » ABA Certificate in Asset Management
- » ABA Certificate in Core Concepts and Ethics for Fiduciary Advisors
- » ABA Certificate in Fiduciary Principles and Ethics
- » ABA Certificate in Fiduciary Relationship Management
- » ABA Certificate in Fiduciary Risk and Compliance
- » ABA Certificate in Integrated Wealth Planning and Advice
- » ABA Certificate in Trust Administration
- » Health Savings Account (HSA) Expert Certificate

Questions?

Contact Susan Clark at
(317) 333-7161 or
SClark@indiana.bank



ONLINE TRAINING

July - December 2023

Brought to
you by



INDIANA BANKERS
ASSOCIATION

ABA Training is a comprehensive source for training and education available through the American Bankers Association (ABA) or, previously the American Institute of Banking (AIB). All AIB courses, certificates, diplomas and more are now part of ABA Training, and are brought to you through the Indiana Bankers Association, your Local ABA Training Provider.

ABA Training includes extensive learning opportunities suited to specific job roles. Online training delivers unmatched content that meets the needs of today's learners and the changing demographics of the banking industry. Flexible and cost-effective, ABA's online training opportunities are continually updated to provide a superior learning experience that can be accessed from anywhere, at any time.

A powerful learning experience

- » Current and authoritative textbooks
- » Experienced online banking instructors
- » Exercises and exams to test your learning
- » The value of a classroom on your schedule

Courses you need when you want them

- » Topics include banking basics, lending, retail banking, accounting, trust, bank management, marketing, sales and more
- » ABA high-quality courses delivered online
- » Set your schedule each week — no need to be online at a certain date or time

Attention from your instructor, interaction with your peers

- » All courses facilitated by an instructor who provides feedback on assignments and is available to answer your questions
- » Peer interaction and discussion are an integral part of the class and maximize the learning experience
- » Instructors are banking or training professionals in the industry

Top-quality, up-to-date curriculum

- » Content developed with an insider's perspective — by bankers, for bankers
- » Curriculum updated as needed for accuracy and relevance to the dynamic financial services industry
- » High completion rates and student satisfaction

ABA credentials, ICB certification and college credit

- » Courses may apply to more than one ABA certificate, allowing more rapid attainment of credentials and career progress
- » Courses may count toward ABA Professional Certification — formerly the Institute of Certified Bankers (ICB) — one of financial services' most highly respected and valued credentials
- » Most courses have been reviewed by the American Council on Education (ACE) for college credit
- » Courses may contribute toward professional licensing requirements

ABA Online Courses: How They Work

- » Many courses include a textbook or eBook, which is included in your course fee
- » Each week your instructor posts a new assignment, which includes a reading — either in a textbook or online — and homework submitted through the discussion board to your instructor
- » You complete each assignment during the week, but at your convenience
- » Self-check quizzes each week test your understanding of the material
- » Exams — proctored midterms and/or finals — are taken online
- » Your instructor is always available to provide feedback and answer any questions
- » Our help desk is a toll-free phone call away
- » Overall grade is based on your performance on the weekly assignments, class participation and exam(s)

Questions?

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Schedule of ABA Instructor-Led Online Courses

Course Information

Analyzing Bank Performance* (3011543) 7 weeks

Start Dates: Sept. 11

This course provides participants with the tools and techniques needed to analyze and improve a bank's financial performance. During this class, participants will be analyzing their own banks' performance.

Suggested prerequisites: Must have experience using Microsoft Excel and should have previously taken a basic accounting course.

with textbook \$899/\$1,149

without textbook \$660/\$870

Analyzing Financial Statements (3011544) 16 weeks

Start Dates: July 24 & Dec. 4

This course is a practical introduction to financial analysis from the viewpoint of the commercial loan officer. This program gives you the skills you need to effectively assess the borrower's ability to repay loans.

Suggested prerequisite: General Accounting

with eBook \$550/\$675

with textbook \$574/\$699

Register online at www.indiana.bank

Course Information

Banking Fundamentals - Bundle

The three 4-week courses combine the principles of banking with real-world application in a format ideal for those seeking to gain a broader understanding of today's changing world of financial services.

- **Banking Fundamentals - The Banking Industry (3014598)** 4 weeks **online reading \$215/\$285**
Start Dates: July 10 & Sept. 5

This course covers the evolution of banking since the 2008 financial crisis, the role of banks in the U.S. economy and the environment in which banks operate and compete.

- **Banking Fundamentals - Bank Lines of Business (3014599)** 4 weeks **online reading \$215/\$285**
Start Date: Oct. 9

This program deepens and broadens your understanding of how banks serve individual, small business and corporate customers' financial service needs from deposit products to retaining and growing market share.

- **Banking Fundamentals - Building Customer Relationships (3014600)** 4 weeks **online reading \$215/\$285**
Start Dates: July 31 & Nov. 27

This program guides students through the strategies for earning customer loyalty, value-added sales and marketing, and creating and maintaining strong bank customer and partner relationships.

- **Building a Bank-Wide Data Management Program (BABWDMP)** 4 weeks **online reading \$895/\$1,195**
Start Date: July 31

This course is targeted to banking professionals in small- to mid-sized banks with some awareness of Enterprise Data Management goals and practices. Participants may come from various departments within their organization, and their organization may be new to implementing data management - but participants should possess some level of knowledge regarding the ways their bank uses data.

- **Commercial Lending (3011546)** 12 weeks **with eBook \$550/\$675**
Start Date: Oct. 16 **with textbook \$574/\$699**

This course provides the knowledge and skills required to identify the credit needs of various types of business customers and to sell a "total Banking" relationship. It covers both the technical side of commercial lending and the interpersonal skills required to be a successful loan officer.

Prerequisite: Analyzing Financial Statements or equivalent work experience

- **Consumer Lending (3011547)** 16 weeks **with eBook \$500/\$650**
Start Dates: July 10 & Oct. 30 **with textbook \$524/\$674**

This course provides a complete picture of the consumer lending business including cross-selling, credit practices, loan processing, collections and regulations.

- **CRCM Online Review Course (3011541)** **with eBook \$1,250/\$1,545**
Start Date: self-paced **with textbook \$1,260/\$1,920**
without textbook \$895/\$1,045

ABA Online Review Course for the CRCM Exam is designed for compliance managers, specifically for those compliance professionals preparing for the Certified Regulatory Compliance Manager (CRCM) Exam. This course is for those focusing on the application, implementation and maintenance of relevant federal and state regulatory requirements, and the CRCM designation is from the Institute of Certified Bankers.

- **CTFA Online Review Course (3011542)** 12 weeks **with eBook \$1,570/\$1,910**
Start Date: self-paced **with textbook \$1,580/\$1,920**
without textbook \$895/\$1,045

A comprehensive, convenient way to prepare for the CTFA designation. Participants use the Reference Guides to Wealth Management and Trust as their study tool and have access to an interactive online exam prep platform, including video and audio lessons, readings, flashcards, learning games, an integrated online discussion board and practice exams.

- **General Accounting (3011549)** 16 weeks **with textbook \$624/\$749**
Start Dates: Nov. 6

As an introduction to accounting including terms, concepts, procedures and statements, this is a good first course in accounting for those without prior exposure to the accounting process.

- **Introduction to Agricultural Lending (3011550)** 8 weeks **online reading \$475/\$575**
Start Dates: July 10 & Sept. 25

This is designed for individuals who are new to ag lending or who have limited experience. This course will provide participants with the basic skills needed to begin to undertake credit analysis, loan structuring, monitoring, and provide guidance on dealing with problem loans.

Register online at www.indiana.bank, click on Education tab then select Calendar

Course Price (Member/Nonmember)

Course Information

- **IRA Online Institute (3011553)** 12 weeks **online reading \$1,695/\$1,895**
Start Date: Sept. 4

This course provides comprehensive training on all aspects of IRAs. It covers both traditional and Roth IRA, as well as employer plans (SEP and SIMPLE). The Online Institute is an Institute of Certified Bankers approved educational program for candidates for the Certified IRA Services Professional (CISP) designation.

- **Legal Foundations in Banking (3016116)** 10 weeks **with eBook \$675/\$830**
Start Date: Sept. 11 **with textbook \$699/\$854**

Learn the underlying legal structure for conducting the business of banking. It covers key legal requirements affecting banks and bankers, as well as core language that must be understood to be effective. Replaces the Law & Banking: Principles and Applications classes.

- **Managing Interest Rate Risk*** 8 weeks **with textbook \$899/\$1,149**
Start Date: Oct. 30 **without textbook \$660/\$870**

An exploration of interest rate risk measurement techniques such as GAP, earnings sensitivity analysis, Duration GAP and economic value of equity sensitivity analysis. Risk management policy implementation and how to change overall interest rate sensitivity through balance sheet adjustments or derivative contracts are discussed.

- **Managing the Bank's Investment Portfolio*** (3011558) 5 weeks **with textbook \$899/\$1,149**
Start Date: July 31 **without textbook \$660/\$870**

This course provides the fundamentals for understanding how a bank's investment portfolio is managed. Objectives and composition of investment portfolios, and common bank investments are covered, focusing on their risk and return profiles. Various investment strategies are described, and the development of bank investment policies is discussed.

- **Marketing Management** 4 weeks **online reading \$300/\$375**
Start Date: Oct. 23

This course helps the understanding of how to prioritize projects, assess performance and balance resources by examining management activities from ongoing brand management to public relations and digital marketing to return on investment.

- **Marketing Planning (3016410)** 4 weeks **online reading \$300/\$375**
Start Date: Aug. 14

This course examines the process to develop a comprehensive strategic marketing plan and covers activities from the discovery phase to setting objectives, creating action plans and developing the related budget.

- **Money and Banking (3011560)** 16 weeks **with textbook \$534/\$680**
Start Date: Oct. 30

This course presents a fundamental treatment of how money functions in the U.S. and world economies. Topics include the concept of money supply and the role your bank plays as a money creator and participant in the nation's payment mechanism.

* = *Bank Management*, 8th Edition textbook used. If previously purchased, please register for the next course using "w/o textbook".

Self-Paced Online Courses for Your Bank

For a complete listing of eLearning classes and to register, go to our website at www.indiana.bank. Hover over Education, select Online, scroll to find ABA Training then click E-Learning to get links to the class list and registration form.

Bank employees are essential to success in everything from generating new customers to increasing business with existing customers. Ultimately, the long-term success of the organization rests in the ability to attract, develop, and retain the best team members. By analyzing the knowledge, skills, and abilities required in key banking job functions, ABA eLearning available locally from the Indiana Bankers Association delivers up-to-the-minute training in a timely and cost-effective manner through self-paced online courses.

There are more than 447 eLearning courses and that number is growing! These courses are designed to teach skills that can be immediately applied to the job. Most ABA eLearning classes can be completed in less than four hours and students can begin any time since all readings and quizzes are online.

Here is a list of some of the features and benefits:

- » All eLearning courses are created in collaboration with banking industry experts who address the key issues facing banks today
- » Courses cover retail and small business banking, wealth management and trust, supervision, management and leadership, compliance, sales skills, and banking basics
- » Highly interactive and engaging
- » Ready-made training plans for those beginning their career in banking, those looking to improve their skills and knowledge, and even senior staff honing their expertise
- » Available anytime anywhere
- » Transcripts for students to track results
- » Provides credit toward ABA Certificates

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