

Professional Certifications from ABA's Institute of Certified Bankers

CERTIFICATION	EXAM CONTENT	PRE-CERTIFICATION TRAINING	FEES	MANDATORY CONTINUING EDUCATION
<p>Certified Trust and Financial Advisor (CTFA)</p> <p>For personal trust professionals</p> <p><u>Exam Eligibility:</u></p> <ul style="list-style-type: none"> 10 years of experience OR 5 years of experience plus a bachelor's degree OR 3 years exp and completion of an ICB-approved personal trust program 	<p>One exam on fiduciary responsibilities, investments, tax law, and personal finance</p> <p>4 hours, 200 questions</p>	<p><u>Option 1:</u></p> <ul style="list-style-type: none"> AIB Personal Trust Diploma (Consists of Levels I-III of the online ABA Personal Trust Curriculum) <p><u>Option 2:</u></p> <ul style="list-style-type: none"> ABA National Trust School ABA National Graduate Trust School <p><u>Study Resources</u></p> <ul style="list-style-type: none"> ABA Online Review Course for the CTFA Exam ABA Personal Trust Resource Series 	<p>\$600 exam fee</p> <p>\$195 annual membership fee</p>	<p>45 credits every 3 years with at least 6 credits each in fiduciary law, tax law, investments, and personal finance</p>
<p>Certified Corporate Trust Specialist (CCTS)</p> <p>For corporate trust professionals</p> <p><u>Exam Eligibility:</u></p> <ul style="list-style-type: none"> 8 years of experience and 30 hours of continuing education (CE) OR 5 years of experience and 60 hours of CE OR 3 years of experience and 90 hours of CE 	<p>One exam on laws and regulations, accepted policies and procedures, and market environment</p> <p>4 hours, 200 questions</p>	<ul style="list-style-type: none"> AIB Corporate Trust Diploma (Consists of the following online course: Corporate Securities Processing, Corporate Securities Administration, and Ethical Issues for Bankers) 	<p>\$395 exam fee</p> <p>\$195 annual membership fee</p>	<p>30 credits every 3 years</p>
<p>Certified Retirement Services Professional (CRSP)</p> <p>For retirement services professionals</p> <p><u>Exam Eligibility:</u></p> <ul style="list-style-type: none"> 5 years of experience OR 3 years of experience and completion of an ICB-approved employee retirement services training program 	<p>One exam on plan type and design, laws and regulations, and investments</p> <p>3 hours, 150 questions</p>	<ul style="list-style-type: none"> AIB Retirement Services Diploma, Consists of three online courses: <ul style="list-style-type: none"> -Investments -Laws and Regulations -Plan Type and Design <p><u>Study Resource:</u></p> <ul style="list-style-type: none"> CRSP Self-Study Program 	<p>\$295 exam fee</p> <p>\$195 annual membership fee</p>	<p>30 credits every 3 years</p>
<p>Certified Regulatory Compliance Manager (CRCM)</p> <p>For regulatory compliance professionals</p> <p><u>Exam Eligibility:</u></p> <ul style="list-style-type: none"> 3 years of experience and 80 hours of CE <p>(These hours could be earned through compliance training received via compliance schools and conferences or similar venues.)</p>	<p>One exam on credit, deposits/securities, safety and soundness, information reporting, corporate responsibility, and securities, insurance and other financial services</p> <p>4 hours, 200 questions</p>	<ul style="list-style-type: none"> ABA National Compliance School State Bankers Associations Compliance Schools <p><u>Study Resources:</u></p> <ul style="list-style-type: none"> ABA Online Review Course for the CRCM Exam <i>ABA Reference Guide to Regulatory Compliance</i> 	<p>\$550 exam fee</p> <p>\$195 annual membership fee</p>	<p>60 credits every 3 years</p>



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<p>Certified Lender-Business Banking (CLBB)</p> <p>For commercial lenders</p> <p>Exam Eligibility:</p> <ul style="list-style-type: none"> • 5 years of experience • OR 3 years of experience and a bachelor's degree • OR 2 years of experience and completion of an ICB approved commercial lending training program 	<p>One exam on credit analysis, legal and regulatory and ethical issues, banking products and services, loan structuring, and problem assets.</p> <p>3 hours, 150 questions</p>	<p>Option 1:</p> <ul style="list-style-type: none"> • AIB Commercial Lending Diploma <p>Option 2:</p> <ul style="list-style-type: none"> • ABA Commercial Lending School 	<p>\$295 exam fee</p> <p>\$195 annual membership fee</p>	<p>30 credits every 3 years</p>
<p>Certified Securities Operations Professional (CSOP)</p> <p>For securities operations professionals</p> <p>Exam Eligibility:</p> <ul style="list-style-type: none"> • 7 years of experience • OR 5 years of experience and 60 hours of CE within last 5 years • OR 3 years of experience plus a bachelor's degree and 60 hours of CE within the past 5 years 	<p>One exam on security types, regulation and compliance, controls, reconciliation and audit, and industry structures</p> <p>3 hours, 150 questions</p>	<ul style="list-style-type: none"> • AIB Securities Operations Diploma (Available 2006) 	<p>\$395 exam fee</p> <p>\$195 annual membership fee</p>	<p>30 credits every 3 years</p>
<p>Certified Financial Services Security Professional (CFSSP)</p> <p>For physical bank security professionals</p> <p>Exam Eligibility:</p> <p>Currently employed by a financial institution with 50% of time spent in security; and</p> <ul style="list-style-type: none"> • 3 years of experience and a HS diploma • OR 2 years of experience and an AA degree • OR 1 year of experience and a bachelor's degree 	<p>One exam on written security programs, security devices, crimes, investigations, and life safety</p> <p>3 hours, 150 questions</p>	<ul style="list-style-type: none"> • None Available 	<p>\$425 exam fee</p> <p>\$195 annual membership fee</p>	<p>24 credits every 3 years</p>
<p>Certified IRA Services Professional (CISP)</p> <p>For IRA professionals</p> <p>Exam Eligibility:</p> <ul style="list-style-type: none"> • 4 years of IRA services experience • OR 2 years of experience and completion of an ICB-approved educational program 	<p>One exam on employer plans, IRA documentation requirements, IRA eligibility and contribution requirements, IRA portability options, IRA distribution requirements, IRA-specific investment issues and IRA-specific estate planning rules</p> <p>3 hours, 150 questions</p>	<p>Option 1:</p> <ul style="list-style-type: none"> • ABA Online IRA Institute <p>Option 2:</p> <ul style="list-style-type: none"> • BISYS IRA Institute 	<p>\$295 exam fee</p> <p>\$195 annual membership fee</p>	<p>24 credits every 3 years</p>



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<p>Certified Financial Marketing Professional (CFMP)</p> <p>For financial marketing professionals</p> <p>Exam Eligibility:</p> <ul style="list-style-type: none"> • 3 years of experience of financial services marketing experience and a graduate from an ICB-approved training program • OR 5 yrs of exp in financial services marketing and a bachelor's degree 	<p>One exam on financial principles, laws and regulations, market research, characteristics of marketing plans, and marketing components</p> <p>4 hours, 200 questions</p>	<p>Option 1:</p> <ul style="list-style-type: none"> • AIB Bank Marketing Diploma <p>Option 2:</p> <ul style="list-style-type: none"> • ABA School of Bank Marketing and Management 	<p>EXAM</p> <p>\$295 for ABAMN members; \$495 for non- members</p> <p>ANNUAL</p> <p>\$95 for ABAMN members; \$195 for non- members</p>	<p>45 credits every 3 years</p>
<p>Certified Personal Banker (CPB) –</p> <p>For personal bankers</p> <p>Exam Eligibility:</p> <p>6 months of personal banking experience and completion of the AIB Personal Banker Diploma</p>	<p>One exam on sales and service, banking and financial analysis, specific business competencies, and ethics.</p> <p>2 hours, 100 questions</p>	<p>AIB Personal Banker Diploma</p>	<p>\$75 exam fee</p> <p>\$25 annual membership fee</p>	<p>9 credits every 3 years</p>
<p>Certified Customer Service Representative (CCSR) –</p> <p>For bank customer service representatives</p> <p>Exam Eligibility:</p> <p>6 months of customer service experience</p>	<p>One exam on sales and service, banking basics, specific business competencies, and ethics.</p> <p>1.5 hours, 75 questions</p>	<p>AIB Customer Service Representative Certificate</p>	<p>\$75 exam fee</p> <p>\$25 annual membership fee</p>	<p>6 credits every three years</p>
<p>Certified Banker Teller (CBT) –</p> <p>For bank tellers</p> <p>Exam Eligibility:</p> <p>6 months of bank teller experience</p>	<p>One exam on teller operations, sales and service, banking basics, specific business competencies, and ethics</p> <p>1.5 hours, 75 questions</p>	<p>AIB Banker Teller Certificate</p>	<p>\$75 exam fee</p> <p>\$25 annual membership fee</p>	<p>6 credits every three years</p>

