

GSB Online Seminars

Fall 2020

Co-Sponsored By:

The Graduate School of Banking at the University of Wisconsin-Madison and [Assn Name]
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Upcoming Programs (listed in start date order):

For additional information— including detailed seminar descriptions and presenter bios— and to register online, please visit <http://gsb.virtualvenues.com/store>

Commercial Real Estate Lending: Issues in Underwriting Construction Loans and Determining Key Risks

with Richard Hamm, on September 15 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/900066-commercial-real-estate-lending-issues-in-underwriting-construction-loans-and-determining-key-risks-fa20>

Every Employee is Responsible for Customer Growth

with Tom Hershberger, on September 15 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/824969-every-employee-is-responsible-for-customer-growth-fa20>

Business Financial Statements & Tax Returns: Developing and Analyzing a Statement of Cash Flows

with Richard Hamm, on September 15 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899104-business-financial-statements-tax-returns-developing-and-analyzing-a-statement-of-cash-flows-fa20>

Commercial Lending: Introduction to Global Cash Flow, Regulatory Issues, Formats, Schedule K-1s and the Schedule E Dilemma

with Richard Hamm, on September 15 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/899636-commercial-lending-introduction-to-global-cash-flow-regulatory-issues-formats-schedule-k-1s-and-the-schedule-e-dilemma-fa20>

Effective Strategic Planning - Beyond the Budget

with Tom Hershberger, on September 15 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/904515-effective-strategic-planning-beyond-the-budget-fa20>

Cybercrime Trends and Hot Topics in Banking

with Cole Ponto, on September 18 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/900104-cybercrime-trends-and-hot-topics-in-banking-fa20>

Prospecting Today: What's New, What's Different

with Ned Miller/Joe Micallef, on September 21 from 1:30-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/902244-prospecting-today-what-s-new-what-s-different-fa20>

Commercial Real Estate Lending: Administering and Monitoring Commercial Construction Loans

with Richard Hamm, on September 22 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899723-commercial-real-estate-lending-administering-and-monitoring-commercial-construction-loans-fa20>

Introduction to Consumer Lending

with David Osburn, on September 22 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/901608-introduction-to-consumer-lending-fa20>

Employment Law Update

with Patty Wise, on September 22, 29 & October 6 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/902301-employment-law-update-3-parts-fa20>

Business Financial Statements & Tax Returns: Developing and Analyzing the Uniform Credit Analysis (UCA) Model

with Richard Hamm, on September 22 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899121-business-financial-statements-tax-returns-developing-and-analyzing-the-uniform-credit-analysis-uca-model-fa20>

Commercial Lending: Global Cash Flow Mechanics and Calculations, Including Personal Taxes and Living Expenses

with Richard Hamm, on September 22 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/899599-commercial-lending-global-cash-flow-mechanics-and-calculations-including-personal-taxes-and-living-expenses-fa20>

Customer Experience Management - Lead It Or Lose It

with Tom Hershberger, on September 23 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/824952-customer-experience-management-lead-it-or-lose-it-fa20>

Managing Generations in Today's Workplace

with Patrice McGuire, on September 25 from 9:30-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/705842-managing-generations-in-today-s-workplace-fa20>

Consumer Lending: Administering & Monitoring Residential Construction Loans

with Richard Hamm, on September 29 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/900091-consumer-lending-administering-monitoring-residential-construction-loans-fa20>

Introduction to Commercial Lending

with David Osburn, on September 29 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/901598-introduction-to-commercial-lending-fa20>

Business Financial Statements & Tax Returns: The Working Capital Cycle and Equipment Finance/Leasing Issues

with Richard Hamm, on September 29 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899498-business-financial-statements-tax-returns-the-working-capital-cycle-and-equipment-finance-leasing-issues-fa20>

Commercial Lending: Moving from Global Cash Flow to Global Analysis of Business Holdings and Contingent Liabilities, Including Commercial Real Estate

with Richard Hamm, on September 29 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/899663-commercial-lending-moving-from-global-cash-flow-to-global-analysis-of-business-holdings-and-contingent-liabilities-including-commercial-real-estate-fa20>

Practical Tips for Community Bank M&A

with Philip Smith, on September 30 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/902232-practical-tips-for-community-bank-m-a-fa20>

Managing During Change

with Nan Gesche, on October 1 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/903052-managing-during-change-fa20>

Engaging Prospects: How to Leverage Your Resources

with Ned Miller/Joe Micallef, on October 5 from 1:30-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/900116-engaging-prospects-how-to-leverage-your-resources-fa20>

Understanding the Business of Banking

with Rex Bennett, on October 6, 7, 8 from 9:30-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/902286-understanding-the-business-of-banking-3-parts-fa20>

Fundamentals of Interest Rate Swaps and Caps

with Dan Dwyer, on October 13 & 15 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/901127-fundamentals-of-interest-rate-swaps-and-caps-2-parts-fa20>

Strategic Planning for Community Banks

with Philip Smith, on October 14 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/902266-strategic-planning-for-community-banks-fa20>

Five Ways to Reuse IT Risk Assessment Frameworks

with Jeff Spann, on October 16 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/901097-five-ways-to-reuse-it-risk-assessment-frameworks-fa20>

Preparing for First Meetings: How to Stand Out

with Ned Miller/Joe Micallef, on October 19 from 1:30-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/902235-preparing-for-first-meetings-how-to-stand-out-fa20>

Commercial Real Estate Lending: Developing a Cash Flow and Key Ratios

with Richard Hamm, on October 20 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899740-commercial-real-estate-lending-developing-a-cash-flow-and-key-ratios-fa20>

Manage Your Core Assets: Teams

with Tom Hershberger, on October 20 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/824949-manage-your-core-assets-teams-fa20>

Business Law Basics and Lender Liability

with David Osburn, on October 20 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/899514-business-law-basics-and-lender-liability-fa20>

Commercial Real Estate Appraisals: Overview of Rules/Guidelines & the Review Process

with Richard Hamm, on October 20 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899693-commercial-real-estate-appraisals-overview-of-rules-guidelines-the-review-process-fa20>

Personal Tax Returns and Cash Flow: Focus on the Individual, Sole Proprietorships, Rental Property and Farms

with Richard Hamm, on October 20 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/901661-personal-tax-returns-and-cash-flow-focus-on-the-individual-sole-proprietorships-rental-property-and-farms-fa20>

Manage Your Core Assets: Relationships

with Tom Hershberger, on October 20 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/824958-manage-your-core-assets-relationships-fa20>

Strategies for Family Banks

with Philip Smith, on October 21 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/902268-strategies-for-family-banks-fa20>

Project Management: Prioritize for Success

with Shawn Belling, on October 21 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/902258-project-management-prioritize-for-success-fa20>

The Nuts & Bolts of Asset/Liability Management

with Dave Koch, on October 26 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/902272-the-nuts-bolts-of-asset-liability-management-fa20>

Commercial Real Estate Lending: Cap Rates and Factors Beyond Debt Coverage and Loan-to-Value

with Richard Hamm, on October 27 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/902996-commercial-real-estate-lending-cap-rates-and-factors-beyond-debt-coverage-and-loan-to-value-fa20>

Key Ratio Analysis: Calculating and Interpreting the Numbers Correctly

with David Osburn, on October 27 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/901620-key-ratio-analysis-calculating-and-interpreting-the-numbers-correctly-fa20>

Commercial Real Estate Appraisals: Approaches to Value De-Mystified

with Richard Hamm, on October 27 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/902962-commercial-real-estate-appraisals-approaches-to-value-de-mystified-fa20>

Personal Tax Returns and Cash Flow: Focus on Business Owners and/or Self-Employed with Pass-Through Income from Schedule K-1s

with Richard Hamm, on October 27 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/903071-personal-tax-returns-and-cash-flow-focus-on-business-owners-and-or-self-employed-with-pass-through-income-from-schedule-k-1s-fa20>

How to Craft an Effective Commercial Loan Write-Up

with David Osburn, on October 27 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/901135-how-to-craft-an-effective-commercial-loan-write-up-fa20>

Realigning Priorities for the New (ab)Normal

with JP Nicols, on October 28 & 29 from 2:00-3:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/902264-realigning-priorities-for-the-new-ab-normal-2-parts-fa20>

Manage Your Core Assets: Brand

with Tom Hershberger, on October 29 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/904906-manage-your-core-assets-brand-fa20>

Commercial Real Estate Lending: Issues with Property Types & Lease Structures

with Richard Hamm, on November 3 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/900074-commercial-real-estate-lending-issues-with-property-types-lease-structures-fa20>

Commercial Real Estate Appraisals: Key Appraisal Components Beyond the Approaches to Value

with Richard Hamm, on November 3 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/902975-commercial-real-estate-appraisals-key-appraisal-components-beyond-the-approaches-to-value-fa20>

Personal Tax Returns and Cash Flow: The Role of Global Cash Flow for Owner(s) Plus Business(es) as an Underwriting Tool

with Richard Hamm, on November 3 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/902226-personal-tax-returns-and-cash-flow-the-role-of-global-cash-flow-for-owner-s-plus-business-es-as-an-underwriting-tool-fa20>

Leading More Successful Projects

with Shawn Belling, on November 3 & 4 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/901624-leading-more-successful-projects-2-parts-fa20>

Liquidity Strategies for Illiquid Community Bank Stocks

with Greyson Tuck, on November 5 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/901638-liquidity-strategies-for-illiquid-community-bank-stocks-fa20>

Vendor Management Process Improvements

with Cody Delzer, on November 6 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/902296-vendor-management-process-improvements-fa20>

Coaching Prospecting: Practical Strategies for Sales Leaders

with Ned Miller/Joe Micallef, on November 9 from 1:30-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/899523-coaching-prospecting-practical-strategies-for-sales-leaders-fa20>

Commercial Real Estate Lending: Developing a Global Analysis of Property Holdings

with Richard Hamm, on November 10 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899997-commercial-real-estate-lending-developing-a-global-analysis-of-property-holdings-fa20>

Advanced Financial Statement Analysis

with David Osburn, on November 10 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/898976-advanced-financial-statement-analysis-fa20>

Commercial Real Estate Appraisals: Overview of Evaluations, Validations of Existing Appraisals and Third Party Review

with Richard Hamm, on November 10 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899672-commercial-real-estate-appraisals-overview-of-evaluations-validations-of-existing-appraisals-and-third-party-review-fa20>

Advanced Personal and Global Cash Flow Issues: Capital Gains, Recurring/Non-Recurring Items, Loss Carryforwards and Others

with Richard Hamm, on November 10 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/902945-advanced-personal-and-global-cash-flow-issues-capital-gains-recurring-non-recurring-items-loss-carryforwards-and-others-fa20>

Advanced Cash Flow Analysis

with David Osburn, on November 10 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/898905-advanced-cash-flow-analysis-fa20>

Dealing with Conflict

with Nan Gesche, on November 11 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/903048-dealing-with-conflict-fa20>

Conversational Intelligence: Tools for Success in Business

with Nan Gesche, on November 18 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/903026-conversational-intelligence-tools-for-success-in-business-fa20>

Community Bank Capital Raising Simplified

with Greyson Tuck, on November 19 from 10:00-11:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/900081-community-bank-capital-raising-simplified-fa20>

Business Financial Statements & Tax Returns: Financial Statement Components, Structures and Levels of Account Involvement

with Richard Hamm, on November 24 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899131-business-financial-statements-tax-returns-financial-statement-components-structures-and-levels-of-account-involvement-fa20>

Advanced Tax Return Analysis

with David Osburn, on November 24 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/899010-advanced-tax-return-analysis-fa20>

Commercial Lending: Loan Structuring Basics, Including Terminology and Four Key Factors

with Richard Hamm, on November 24 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899655-commercial-lending-loan-structuring-basics-including-terminology-and-four-key-factors-fa20>

Consumer Lending: Analyzing Personal Financial Statements and Loan Applications plus Key Ratios

with Richard Hamm, on November 24 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/900094-consumer-lending-analyzing-personal-financial-statements-and-loan-applications-plus-key-ratios-fa20>

Business Financial Statements & Tax Returns: Cash vs. Accrual Accounting Refresher

with Richard Hamm, on December 1 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899063-business-financial-statements-tax-returns-cash-vs-accrual-accounting-refresher-fa20>

Commercial and Industrial Lending in Today's Competitive Market

with David Osburn, on December 1 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/899549-commercial-and-industrial-lending-in-today-s-competitive-market-fa20>

Commercial Lending: Best Practices for Structuring and Underwriting Lines of Credit, Bridge Loans, Term Loans and Seasonal Credits

with Richard Hamm, on December 1 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899565-commercial-lending-best-practices-for-structuring-and-underwriting-lines-of-credit-bridge-loans-term-loans-and-seasonal-credits-fa20>

Consumer Lending: Overview of Credit History, Role of Collateral and Other Factors

with Richard Hamm, on December 1 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/900096-consumer-lending-overview-of-credit-history-role-of-collateral-and-other-factors-fa20>

Business Financial Statements & Tax Returns: Creating a Business Tax Return and Comparing/Mapping to a Conventional Financial Statement

with Richard Hamm, on December 8 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899075-business-financial-statements-tax-returns-creating-a-business-tax-return-and-comparing-mapping-to-a-conventional-financial-statement-fa20>

Commercial Lending: Loan Agreements and Covenants

with Richard Hamm, on December 8 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899642-commercial-lending-loan-agreements-and-covenants-fa20>

Consumer Lending: Overview of Residential Mortgages and Home Equity Lending

with Richard Hamm, on December 8 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/900099-consumer-lending-overview-of-residential-mortgages-and-home-equity-lending-fa20>

Problem Loan Workout in Today's Market

with David Osburn, on December 9 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/902251-problem-loan-workout-in-today-s-market-fa20>

Accounting Basics/Refresher for Bankers

with David Osburn, on December 14 from 2:00-3:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/898882-accounting-basics-refresher-for-bankers-fa20>

Business Financial Statements & Tax Returns: Developing and Analyzing Key Ratios

with Richard Hamm, on December 15 from 8:30-10:00 a.m. Central Time

<https://gsb.virtualvenues.com/store/899116-business-financial-statements-tax-returns-developing-and-analyzing-key-ratios-fa20>

Commercial Lending: Five Keys to Better Credit Memos and Loan Packages

with Richard Hamm, on December 15 from 10:30 a.m. - 12:00 p.m. Central Time

<https://gsb.virtualvenues.com/store/899578-commercial-lending-five-keys-to-better-credit-memos-and-loan-packages-fa20>

Commercial Lending: Improving Loan Pricing and Profitability

with Richard Hamm, on December 15 from 1:00-2:30 p.m. Central Time

<https://gsb.virtualvenues.com/store/899617-commercial-lending-improving-loan-pricing-and-profitability-fa20>

Business Continuity Plan Development

with Cole Ponto, on December 18 from 10:00-11:30 a.m. Central Time

<https://gsb.virtualvenues.com/store/899027-business-continuity-plan-development-fa20>

About The GSB Online Seminar Series

The GSB Online Seminar Series offers a convenient, cost-effective way to access quality educational opportunities. GSB seminars are designed to meet the dynamic learning needs of today's busy financial professional and are delivered by some of today's top industry experts. All sessions are recorded, so if you're unable to attend one of the live presentations, it's no problem! When you register for a GSB Online Seminar, you'll have access to the live presentation as well as a recording of the live session in case you are unable to attend the entire program. There is no additional fee to view the recording, it's included in your registration fee. It's your choice to attend the live session, view the recording—or do both—based on your schedule. With the GSB Online Seminar Series you'll benefit from:

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