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

Every Employee is Responsible for Customer Growth
with Tom Hershberger, on September 15 from 10:00-11:30 a.m. Central Time

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

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

Effective Strategic Planning - Beyond the Budget
with Tom Hershberger, on September 15 from 2:00-3:00 p.m. Central Time

Cybercrime Trends and Hot Topics in Banking
with Cole Ponto, on September 18 from 10:00-11:30 a.m. Central Time

Prospecting Today: What's New, What's Different
with Ned Miller/Joe Micalef, on September 21 from 1:30-2:30 p.m. Central Time

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
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

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

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

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

Consumer Lending: Administering & Monitoring Residential Construction Loans
with Richard Hamm, on September 29 from 8:30-10:00 a.m. Central Time

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

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

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

Practical Tips for Community Bank M&A
with Philip Smith, on September 30 from 10:00-11:00 a.m. Central Time

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

Engaging Prospects: How to Leverage Your Resources
with Ned Miller/Joe Micalef, 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  

Fundamentals of Interest Rate Swaps and Caps  
with Dan Dwyer, on October 13 & 15 from 1:00-2:30 p.m. Central Time  

Strategic Planning for Community Banks  
with Philip Smith, on October 14 from 10:00-11:00 a.m. Central Time  

Five Ways to Reuse IT Risk Assessment Frameworks  
with Jeff Spann, on October 16 from 10:00-11:30 a.m. Central Time  

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  

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  

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  

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  

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  

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  

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

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

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

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

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

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

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

Leading More Successful Projects
with Shawn Belling, on November 3 & 4 from 2:00-3:30 p.m. Central Time
Liquidity Strategies for Illiquid Community Bank Stocks
with Greyson Tuck, on November 5 from 10:00-11:00 a.m. Central Time

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

Coaching Prospecting: Practical Strategies for Sales Leaders
with Ned Miller/Joe Micallef, on November 9 from 1:30-2:30 p.m. Central Time

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

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

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

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

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

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

Conversational Intelligence: Tools for Success in Business
with Nan Gesche, on November 18 from 2:00-3:30 p.m. Central Time

Community Bank Capital Raising Simplified
with Greyson Tuck, on November 19 from 10:00-11:00 a.m. Central Time

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

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

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  

Commercial and Industrial Lending in Today's Competitive Market  
with David Osburn, on December 1 from 10:00-11:30 a.m. Central Time  

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  

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  

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

Commercial Lending: Loan Agreements and Covenants  
with Richard Hamm, on December 8 from 10:30 a.m. - 12:00 p.m. Central Time  

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  

Problem Loan Workout in Today's Market  
with David Osburn, on December 9 from 10:00-11:30 a.m. Central Time  

Accounting Basics/Refresher for Bankers  
with David Osburn, on December 14 from 2:00-3:30 p.m. Central Time  

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  
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  

Commercial Lending: Improving Loan Pricing and Profitability  
with Richard Hamm, on December 15 from 1:00-2:30 p.m. Central Time  

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

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