TENNESSEE BANKERS ASSOCIATION

PROFESSIONAL DEVELOPMENT DIRECTORY

2012

TENNESSEE BANKERS ASSOCIATION Service Since 1890™

2012 CALENDAR

PROGRAM DESCRIPTIONS

REGISTRATION INFORMATION

2012 AT-A-GLANCE CALENDAR

JANUARY

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11 Senior Lender Forums	12	13	14
15	16*	17 Fundamentals of Compliance	18	19	20	21
22 / 29	23 / 30	24 CEO Forums / 31	25	26	27	28

FEBRUARY

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8 Legislative Reception	9 Credit Conference	10	11
12	13	14 Sr Comp Off Forums; Mastering HMDA	15 CFO/Controller Forums	16	17	18
19	20* The Southeastern School of Adv Comm Ldg	21	22	23 Ess Comm Lending	24	25
26	27	28 Call Report	29			

MARCH

S	M	T	W	T	F	S
				1	2	3
4	5 The Southeastern School of Consumer Credit	6	7 Basic IRA Seminar	8	9 Intro Banking	10
11	12 Fair Lending Compliance	13	14	15	16	17
18	19	20 Sr HR Forums	21 Human Resources Conference	22	23	24
25	26	27 Branch Mgmt Series	28 Day on Hill	29 BSA School	30	31

APRIL

S	M	T	W	T	F	S
1	2	3 FDIC Outreach	4	5 FDIC Outreach	6	7
8	9 Ordering & Reviewing Appraisals	10 Managing and Documenting Classified Assets	11	12 Strategic Tech Conf	13	14
15	16 TN Deposit Account Administration	17	18	19	20	21
22 Leadership Convention	23	24 Secured Loan Documentation	25	26	27	28
29	30					

MAY

S	M	T	W	T	F	S
		1	2	3 Information Technology Audit	4	5
6	7 2012 Washington Visit	8	9	10 Senior Lender Forums; Branch Mgmt Series	11	12
13	14 Regulation Z Review & Update	15 Sr Comp Off Forums	16	17	18	19
20 The Southeastern School of Commercial Lending	21	22	23 CEO Forums	24	25	26
27	28*	29	30	31		

JUNE

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10 122nd TBA Annual Meeting	11	12	13	14	15	16
17	18	19	20 CFO/Controller Forums	21	22	23
24	25	26	27	28	29	30

* Federal Reserve Holidays

2012 AT-A-GLANCE CALENDAR

JULY

S	M	T	W	T	F	S
1	2	3	4*	5	6	7
8	9	10 Ordering & Reviewing Appraisals	11	12	13	14
15	16	17	18	19	20	21
22	23 The Southeastern School of Banking I & II	24 Sr HR Forums	25	26	27	28
29	30	31				

AUGUST

S	M	T	W	T	F	S
			1	2	3	4
5	6	7 RESPA: Review & Update	8	9	10	11
12	13	14 Sr Comp Off Forums	15 Loan Assistants & Processors	16 Branch Mgmt	17	18
19	20	21	22 Internal Audit and Risk Assessment School	23	24 The Bank Audit Committee	25
26	27	28	29 Fraud at the Forefront	30	31	

SEPTEMBER

S	M	T	W	T	F	S
						1
2	3*	4 Training the Credit Analyst	5	6 Basic Consumer Underwriting	7	8
9	10 Compliance with Federal Lending Regs BSA/AML Compliance Management	11	12	13	14 Membership Meetings	15
16	17 Compliance Conference	18 SE IRA Institute	19	20 Membership Meetings Senior Lender Forums	21	22
23/30	24	25	26 CEO Forums	27	28	29

OCTOBER

S	M	T	W	T	F	S
	1	2 Compliance Bootcamp	3	4	5 Comm Bank Dir College	6
7	8*	9	10	11 CFO/Controller Forums	12	13
14	15	16 Opening New Accounts in Tennessee	17	18	19 Trust & Wealth Mgmt Conf	20
21	22	23 Indep Bankers Div Conven	24	25	26	27
28	29 Branch Mgmt Series	30 Small Bus Fin Stmt & Tax Return Analysis	31			

NOVEMBER

S	M	T	W	T	F	S
				1 Small Bus Fin Stmt & Tax Return Analysis	2	3
4	5	6	7	8 Bank Sec & Risk Mgmt Conf	9	10
11	12*	13	14	15	16	17
18	19	20	21	22*	23	24
25	26 Regulatory Compliance - TBD	27	28	29	30	

DECEMBER

S	M	T	W	T	F	S
						1
2	3	4	5 IRA Update & Review	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23/30	24/31	25*	26	27	28	29

* Federal Reserve Holidays

2012 AT-A-GLANCE CALENDAR

January 11, 12, 13
2011-2012 Senior Lender Forums - Session 2 of 3
TBA Gilliam Board Room, Nashville

January 17 & 18, 18 & 19
Fundamentals of Compliance
Knoxville, Nashville

January 24, 25, 26
CEO Forums
TBA Gilliam Board Room, Nashville

February 8
Legislative Reception
Regions Center, Nashville

February 9 & 10
Credit Conference
Renaissance Hotel, Nashville

February 14
2011-2012 Senior Compliance Officer Forums - Session 2 of 4
TBA Gilliam Board Room, Nashville

February 14, 15, 16
Mastering HMDA
Knoxville, Nashville, Jackson

February 15, 16, 17
CFO/Controller Forums - Session 1 of 3
TBA Gilliam Board Room, Nashville

February 20-22
The Southeastern School of Advanced Commercial Lending℠
Loews Vanderbilt Hotel, Nashville

February 23 & 24
Essentials of Commercial Lending
Loews Vanderbilt Hotel, Nashville

February 28
Call Report Preparation
TBA Barrett Training Center, Nashville

March TBD
Young Bankers Division "Day On the Hill"
Tennessee State Capitol, Nashville

March 4-9
The Southeastern School of Consumer Credit℠
Owen Graduate School of Management, Vanderbilt University, Nashville

March 6, 7, 8
Basic IRA Seminar
Knoxville, Nashville, Jackson

March 9
Introduction to Banking
TBA Barrett Training Center, Nashville

March 12, 13, 14, 15
Fair Lending Compliance
Jackson, Nashville, Knoxville, Kingsport

March 20
NEW **2011-2012 Senior Human Resources Forum**
TBA Barrett Training Center, Nashville

March 21 & 22
Human Resources Conference
Embassy Suites Hotel & Conference Center, Murfreesboro

March 27
Branch Management Series - Session 1 of 4
TBA Barrett Training Center, Nashville

March 28 & 29
BSA School
Embassy Suites, Cool Springs/Nashville South

April 3 & 5
NEW **FDIC Outreach Program**
Memphis, Nashville

April 10
NEW **Appraisals: Ordering and Reviewing**
TBA Barrett Training Center, Nashville

April 10, 11, 12
NEW **Managing & Documenting Classified Assets**
Knoxville, Nashville, Jackson

April 12 & 13
Strategic Technology Conference
Embassy Suites Hotel & Conference Center, Murfreesboro

April 16, 17, 18, 19
Tennessee Deposit Account Administration
Jackson, Nashville, Kingsport, Knoxville

April 22-24
Leadership Convention
Chattanooga Choo Choo, Chattanooga, TN

April 24, 25, 26
Secured Loan Documentation
Knoxville, Nashville, Jackson

May 2
Appraisals: Ordering and Reviewing II
TBA Barrett Training Center, Nashville

May 3
Information Technology Audit
TBA Barrett Training Center, Nashville

May 7-9
2012 Washington Visit
Sofitel Hotel, Washington, DC

May 9, 10, 11
2011-2012 Senior Lender Forums - Session 3 of 3
TBA Gilliam Board Room, Nashville

May 10
Branch Management Series - Session 2 of 4
Nashville

May 14, 15, 16, 17
Regulation Z Review & Update
Jackson, Nashville, Knoxville, Kingsport

May 15
2011-2012 Senior Compliance Officer Forums - Session 3 of 4
TBA Gilliam Board Room, Nashville

May 20-25
The Southeastern School of Commercial Lending℠
Owen Graduate School of Management, Vanderbilt University, Nashville

May 22, 23, 24
2012 CEO Forums - Session 2 of 3
TBA Gilliam Board Room, Nashville

June 10-12
122nd TBA Annual Meeting
Palmer House Hilton, Chicago, IL

June 20, 21, 22
CFO/Controller Forums - Session 2 of 3
TBA Gilliam Board Room, Nashville

July 10
Appraisals: Ordering and Reviewing III
TBA Barrett Training Center, Nashville

July 22-27 - Concurrent Sessions
The Southeastern School of Banking℠ I & II
Owen Graduate School of Management, Vanderbilt University, Nashville

July 24
2011-2012 Senior Human Resources Forums
TBA Barrett Training Center, Nashville

August 6, 7, 8, 9
RESPA Review & Update
Jackson, Nashville, Knoxville, Kingsport

August 14
2011-2012 Senior Compliance Officer Forums - Session 4 of 4
TBA Gilliam Board Room, Nashville

August 14, 15, 16
Workshop for Loan Assistants & Processors
Knoxville, Nashville, Jackson

August 16
Branch Management Series - Session 3 of 4
TBA Barrett Training Center, Nashville

August 22 & 23
Internal Audit and Risk Assessment School - Basic & Advanced - Sponsored by Crowe Horwath
TBA Barrett Training Center, Nashville

August 24
NEW The Bank Audit Committee
TBA Barrett Training Center, Nashville

August 28, 29, 30
NEW Fraud at the Forefront - Evening Program
Knoxville, Nashville, Jackson

September 4 & 5
Training the Credit Analyst
TBA Barrett Training Center, Nashville

September 6 & 7
Basic Consumer Underwriting
TBA Barrett Training Center, Nashville

September 10 & 11, 11 & 12, 12 & 13
Compliance with Federal Lending Regulations
Knoxville, Nashville, Jackson

September 10, 11, 12, 13
2012 BSA/AML Compliance Management
Kingsport, Knoxville, Jackson, Nashville

September 10
IRS Reporting
TBA Barrett Training Center, Nashville

September 12, 13, 14, 19, 20, 21
2012 Membership Meetings
Memphis, Jackson, Nashville, Chattanooga, Kingsport, Knoxville

September 18 & 19
Compliance Conference
Airport Marriott, Nashville

September 18 & 19
The Southeastern Institute for Individual Retirement Account Training
Franklin Marriott Cool Springs, Franklin

September 19, 20, 21
2012-2013 Senior Lender Forums - Session 1 of 3
TBA Gilliam Board Room, Nashville

September 25, 26, 27
2011 CEO Forums - Session 3 of 3
TBA Gilliam Board Room, Nashville

October 4 & 5
Community Bank Directors College
TBA Barrett Training Center, Nashville

October 10, 11, 12
CFO/Controller Forums - Session 3 of 3
TBA Gilliam Board Room, Nashville

October 15, 16, 17, 18
Opening New Accounts in Tennessee - Evening Program
Jackson, Nashville, Kingsport, Knoxville

October 18 & 19
Trust & Wealth Management Conference
Nashville

October 23 & 24
Independent Bankers Division Convention
Hilton Nashville Downtown Hotel, Nashville

October 30
Branch Management Series - Session 4 of 4
TBA Barrett Training Center, Nashville

October 30, 31, November 1
Small Business Financial Statements and Tax Return Analysis
Knoxville, Nashville, Jackson

November 8 & 9
Bank Security and Risk Management Conference
Nashville Airport Marriott, Nashville

November 26, 27, 28, 29
Regulatory Compliance - Topic TBD
Jackson, Nashville, Knoxville, Kingsport

December 4, 5, 6
IRA Update and Review
Knoxville, Nashville, Jackson

NOTE: All dates, prices, instructors, and other information listed in this 2012 TBA *Professional Development Directory* were correct at the time of printing. They are, however, subject to change. While this directory represents current programs for 2012 scheduled by TBA at print time, occasionally other "hot topics" are added to the calendar throughout the year. We encourage you to look at the monthly calendar in *The Tennessee Banker* magazine and visit *www.TNBankers.org/calendar* for the most current information about TBA events and programs.

2012 PROGRAM DESCRIPTIONS

We encourage you to take a look at the wide variety of programs TBA is offering this year. While this directory represents programs for 2012 scheduled at the time we went to print, occasionally other "hot topics" are added to the calendar throughout the year. Consult our monthly calendar in *The Tennessee Banker* magazine for a current listing or visit our website at *www.TNBankers.org* for up-to-date information on all our programs and products.

Participation in TBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates.

This year, TBA continues the early registration pricing structure. Anyone registering by the early registration deadline, which will be stated in the program brochure, receives a discount off the registration fee. This policy helps us meet commitments with speakers, hotels, and printing instructional materials. **A $50 late fee is added to all registrations received the day of a program – no exceptions!**

*ICB credit hours are estimated and will be applied for. Once credit has been accepted by the Institute of Certified Bankers, application may be made directly with ICB.

NOTE: All dates, prices, instructors and other information listed in the 2012 TBA Professional Development Directory were correct at time of printing. They are, however, subject to changes.

2011-2012 Senior Lender Forums - SESSION 2 OF 3

January 11, 12, 13 (exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

Developing Tomorrow's Lenders Today

	Members
Final two sessions in series	$800

TBA Contact: Debbie Brickles

This full-day session facilitated by Paul Sims, Guided Solutions, has proven to be one of the most beneficial programs ever offered to this level of banker. These sessions provide an ongoing opportunity and platform for noncompeting senior lenders to discuss important issues and exchange ideas relating to the lending functions within their organizations. Each session is "stand-alone" in content and registrants may join the group at any time within the three-part series. This is the second of three sessions and the price has been pro-rated to incorporate the final two sessions in the series. ***This program is limited to 15 attendants in each group.***

Fundamentals of Compliance

January 17 & 18, Knoxville, UT Conference Center
January 18 & 19, Nashville, Barrett Training Center

Single Day:

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

Both Days – Same Person:

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Penny Powlas

This *Fundamentals of Compliance* program is a two-day comprehensive review of the most important compliance regulations. The program is divided into two parts to permit bank personnel to attend either one or both days. The first day covers deposit area issues: right to Financial Privacy Act, Reg D, Reg Q, Electronic Funds Transfer (Reg E), Expedited Funds Availability (Reg CC), Taxpayer Identification Numbers, and Truth-in-Savings Act (Reg DD). The second day focuses on lending area issues: Equal Credit Opportunity (Reg B), Fair Credit Reporting, Fair Housing, Home Mortgage Disclosure Act, Credit Practices Rule (Reg AA), Flood Disaster Protection, RESPA, and Truth-in-Lending (Reg Z). Professional Bank Services will provide the speakers.

2012 CEO Forums - SESSION 1 OF 3

January 24, 25, 26 (exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

	Members
Three-session series	$1,200

TBA Contact: Debbie Brickles

The *CEO Forums* have proven to be an ideal platform for CEOs/presidents from noncompeting banks throughout Tennessee to exchange ideas freely, dissect challenges openly, and discuss solutions in a small-group setting. The ultimate goals are to help participants grow both professionally and personally and to improve the performance of their banks. Paul Sims of Guided Solutions is the facilitator for these programs. Each session in this three-part program is stand-alone in content, and registrants may join the group at any time within the series. ***This program is limited to 15 attendants in each group***.

Legislative Reception

February 8
Regions Center, Nashville

	Members, Associate Members, & Invited Guests
Early Registration	$50
Registration	$60

TBA Contact: Penny Powlas

TBA hosts a reception for members of the Tennessee General Assembly to promote one-on-one communication between bankers and their legislators and to encourage banker involvement in the government relations program. This reception immediately precedes the Credit Conference, also in Nashville.

Credit Conference

February 9 & 10 **9 hours CPE**
***10.75 hours ICB (CLBB)**

Team Discount: A discount of $25 per person is available for multiple registrations from the same institution, after the initial registration. Only the first registrant from your institution pays the full fee. **To be eligible for the team discount, you must register all your attendants at the same time in advance.**

Developing Tomorrow's Lenders Today

Members / Associate Members		Member Spouses	Nonmembers	Nonmember Spouses
Early Registration	$400/$375	$50	$800/$775	$100
Registration	$430/$405	$50	$830/$805	$100
At-the-Door	$480	$75	$880	$125

TBA Contact: Susan Taylor

One of the TBA's best-attended programs, this conference annually attracts over 450 commercial loan officers, loan support personnel, and both senior and executive-level management. The *Credit Conference* traditionally features an economist and a nationally known luncheon speaker. The December 2011 issue of *The Tennessee Banker* features more information about the agenda, and brochures will be mailed in December 2011.

2011-2012 Senior Compliance Officer Forums - SESSION 2 OF 4

February 14 ***6.5 hours ICB**
TBA Gilliam Board Room, Nashville

	Members
Final three sessions in series	$900

TBA Contact: Debbie Brickles

These full-day sessions facilitated by Connie Edwards, Banc Compliance Group, will deal with the most current compliance concerns facing Tennessee banks. This second of a four-part program will provide a group setting where peers may exchange ideas freely, dissect challenges openly, and discuss solutions to improve the overall performance of their banks. Each session is stand-alone in content, and registrants may join the group at any time within the four-part series. This is the second of four sessions, and the price has been pro-rated to incorporate the final three sessions in the series.

Mastering HMDA for 2012

February 14, 15, 16 **6.5 hours CPE**
Knoxville, Nashville, Jackson ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

HMDA continues to pose challenges to both the novice and veteran reporter. This seminar, presented by Wayne Hood, Miller & Martin, PLLC, will provide a thorough overview of the HMDA regulations as well as detailed explanations of common errors and problem areas. After each section of the program, the instructor will take time to discuss relevant frequently asked questions, or FAQs, published by the regulators as well as questions from attendants. The seminar will also provide opportunities to work through common problem areas using "real world" situations.

CFO/Controller Forums - SESSION 1 OF 3

February 15, 16, 17
TBA Gilliam Board Room, Nashville

	Members
Three-session series	$1,200

TBA Contact: Susan Taylor
These *CFO/Controller Forums* provide an investment for you and your bank's future by offering a platform and opportunity for noncompeting CFOs and controllers to exchange ideas freely, dissect problems, and discuss important issues with peers. Groups are organized based on bank size and market to ensure that participants have as much in common as possible. Each group meets three times during the year. *This program is limited to 15 attendants in each group.*

The Southeastern School of Advanced Commercial Lending℠

February 20-22
Loews Vanderbilt Hotel, Nashville

21 hours CPE
***24 hours ICB (CLBB)**

	Members / Associate Members	Nonmembers
Discounted Tuition	$970	$1,120
Standard Tuition	$1,120	$1,270
Discounted Tuition Deadline: January 31, 2012		
Lodging and meals are not included in the tuition.		

TBA Contact: Susan Taylor
The Southeastern School of Advanced Commercial Lending℠ is an intensive three-day school focusing on new approaches to managing problem loans and portfolio credit risk, commercial real estate lending, pricing for profitability, and advanced cash flow and loan structuring. John Barrickman, president of New Horizons Financial Group, Roswell, GA, and the author of the ABA curriculum for *The Southeastern School of Commercial Lending*℠ and Michael E. Hendren, senior vice president/senior credit officer with Pinnacle Financial Partners, are the instructors. Barrickman is the lead instructor for both *The Southeastern School of Commercial Lending*℠ and *Essentials of Commercial Lending*. He serves on the faculty of several other lending schools as well as three of the six graduate schools of banking around the country. Hendren teaches the commercial real estate module and is an instructor for Risk Management Association (RMA) and the Bank Administration Institute (BAI). This school is ideal for commercial lenders,

relationship managers, portfolio managers, and senior credit managers. The school is sponsored by the Tennessee Bankers Association in cooperation with the Alabama, Georgia, Louisiana, and Mississippi bankers associations.

Essentials of Commercial Lending

February 23 & 24
Loews Vanderbilt Hotel, Nashville

14 hours CPE
***15.5 hours ICB (CLBB)**

Developing Tomorrow's Lenders Today

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Susan Taylor

This two-day workshop will focus on the concepts and techniques of commercial lending. It is excellent preparation for those interested in attending *The Southeastern School of Commercial Lending*℠ in May. Participants will develop the ability to use financial information to make credit decisions and to structure loans properly. Discussion will cover the techniques that help identify the underlying business reasons for borrowing. Case studies will be used. The workshop is designed for commercial loan officers, loan review personnel, and branch managers. John Barrickman, president of New Horizons Financial Group, Roswell, GA, and the author of the ABA curriculum for *The Southeastern School of Commercial Lending*℠ is the instructor. Barrickman is the lead instructor for *The Southeastern School of Commercial Lending*℠ and *The Southeastern School of Advanced Commercial Lending*℠. He serves on the faculty of several other lending schools as well as three of the six graduate schools of banking around the country.

Call Report Preparation - NEW PRESENTERS / SPECIAL EARLY BIRD SESSION

February 28
Nashville

6.5 hours CPE
***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Should training expenses be grouped in salaries and employee benefits? Get the answer to this question and many more by attending this seminar designed to explain the whys, hows, and wheres of call report preparation. The course is perfect for both the beginner and the experienced call report preparer. The instructors pace the class based upon the experience level of the attendants. Participants will receive a detailed line-by-line review in the completion of significant schedules of a call report and will be encouraged to share their call reporting experiences. Appropriate items to be reported and relationships between schedules will be discussed as part of this review. This one-day seminar will be presented by a team of Mauldin & Jenkins, LLC, professionals and will offer practical techniques to improve your overall reporting process. Program will include: review of recent, upcoming, and proposed changes to the call report; condition (RC) and supporting schedules; income (RI) and supporting schedules; exercises to reinforce concepts discussed; proven organizational techniques to improve both speed and accuracy in your bank's call reporting processes; hands-on experience studies; common mistakes and problems; and much more. Each schedule will be discussed generally and significant line items will be discussed in detail. Some topics such as loans, investments, and regulatory capital will be discussed in depth because they make up significant portions of the call report. *Schedules RC-S (securitization) and RC-T (trust) are not covered.*

Young Bankers Division "Day On the Hill"

March TBD
Tennessee State Capitol, Nashville

	Members, Associate Members, & Invited Guests
Early Registration	$40
Registration	$55

TBA Contact: Penny Powlas

To enhance the TBA government relations program, this program is designed to introduce bankers to the Tennessee legislative process. Bankers who participate will hear informative presentations from lawmakers and other political officials within the General Assembly. Along with a briefing on legislative issues pertinent to the financial services industry in Tennessee, participating bankers will view the proceedings of the House and Senate Committee hearings, session proceedings on the House and Senate floor, and have the opportunity to visit with their representatives and senators. Lunch is included.

The Southeastern School of Consumer Credit℠

March 4-9
Owen Graduate School of Management,
Vanderbilt University, Nashville

35 hours CPE
***50 hours ICB (CLBB)**

	Members / Associate Members	Nonmembers
Discounted Tuition	$1,450	$1,650
Standard Tuition	$1,650	$1,850
Discounted Tuition Deadline: February 3, 2012		
Tuition covers housing, breakfast, and lunch.		

Developing Tomorrow's Lenders Today

TBA Contact: Susan Taylor

The Southeastern School of Consumer Credit℠ is an intensive, one-week program featuring over

40 hours of classroom instruction in 21 modules that provide specialized but well-rounded training in consumer banking. Recommendations for participation include at least one year's experience in consumer credit or five years of general banking experience in addition to certain prerequisites. The school is sponsored by the Tennessee Bankers Association in cooperation with the Alabama, Georgia, Mississippi, and Louisiana bankers associations. Participants are housed at the Loews Vanderbilt Hotel.

Basic IRA Seminar - OFFERED ONLY ONE TIME ONLY IN 2012

March 6, 7, 8 **6.5 hours CPE**
Knoxville, Nashville, Jackson ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Patrice M. Konarik, CFP®, president of Sunwest Training Corporation, Kendalia, TX, will cover the most basic aspects of being an IRA custodian. *Basic IRA Seminar* is the first of two regional IRA workshops for 2012 and will include beginning knowledge of IRA terminology, proper IRA set-up and plan opening, qualifications and contribution limits for all IRA plan types, rollovers and transfers, and basic distribution information. The *IRA Update* program is scheduled for later in 2012. If you have attended one of Konarik's IRA programs, you know how frequently you refer to the "Red Book" you receive each year as a quick reference guide.

Introduction to Banking for 2012

March 9 **6.5 hours CPE**
TBA Barrett Training Center, Nashville

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Ask any banker...one effect of industry consolidation has been the loss or displacement of experienced staff members. Having the foundation training is essential for those employees who may be moving up within your bank, may have just completed their education and are coming into banking, or who may be coming into banking from other work experience. This workshop is designed for managers, supervisors, and staff members at all levels who are new to banking and have minimal general knowledge of the industry. It covers the most important fundamentals of banking and provides basic knowledge useful to bankers at all levels. Many tools given to program attendants will serve as valuable resources ongoing. Ray O. Powell, Jr, president and founder of Consultraining Associates, Spanish Fort, AL, is the program presenter. **This seminar is also suggested groundwork for those interested in attending *The Southeastern School of Banking*[SM].**

Regulatory Compliance - TOPIC TBD BASED ON CURRENT ISSUES

March 12, 13, 14, 15 — **6.5 hours CPE**
Jackson, Nashville, Knoxville, Kingsport — ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Program topic will be determined closer to the program dates based on regulatory issues current to the time frame. Jack Holzknecht, Pegasus Educational Services, LLC, will be the presenter.

2011-2012 Senior Human Resources Forums - SESSION 2 OF 3 - NEW PROGRAM/NEW FACILITATOR

March 20 — **6.5 hours CPE**
TBA Barrett Training Center, Nashville — ***6.5 hours ICB**
HRCI hours applied for

	Members
Final two sessions in series	$800

TBA Contact: Debbie Brickles

In this program facilitated by Jerry Newsome of Littler Mendelson, PC, the country's largest law firm exclusively devoted to representing management in employment and labor law matters, those who are responsible for human resource-related issues in their institutions have the opportunity to discuss their concerns and explore collaborative solutions to problems they face on a day-to-day basis. The forum group will meet three times annually and the agenda for each session will flow based on feedback from participants in the forum group. As necessary, subject matter experts will be brought in to cover specific issues and topics.

Human Resources Conference

March 21 & 22 **9 hours CPE**
Embassy Suites Hotel & Conference Center, Murfreesboro

	Members / Associate Members	Nonmembers
Early Registration	$350	$700
Registration	$380	$730
At-the-Door	$430	$780

TBA Contact: Susan Taylor
This annual conference covers compliance issues related to the human resources function. In addition, it addresses the most current topics and management issues. Human resource professionals from across the state network with peers and find solutions to their common problems.

Branch Management Series - SESSION 1 OF 4

March 27 - Session 1 **6.5 hours CPE**
TBA Barrett Training Center, Nashville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration - bundle price for all four sessions	$860	$1,720
Registration - single session	$220	$440
At-the-Door - single session	$270	$490

TBA Contact: Debbie Brickles
More than ever before, today's branch manager is faced with a multitude of challenges and opportunities. This four-part series focuses on the critical success elements of managing and leading a successful team within the branch. Each workshop is designed as a stand-alone session packaged full of checklists, job aids, case studies, examples, and real-world situations that every participant can take back and apply immediately within their scope of work. Dianne Barton, president, Performance Solutions, Inc, will lead this four-part series of programs.

BSA School

March 28 & 29
Embassy Suites, Cool Springs/Nashville South

13 hours CPE
***13 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Debbie Brickles

Maintaining or auditing a Bank Secrecy Act (BSA) compliance effort and an anti-money laundering (AML) program requires a solid foundation in current regulations and regulatory philosophies. This two-day program is developed and delivered by Ken Golliher, Pegasus Education Services, LLC, Louisville, KY, and addresses the BSA/AML issues of the day. The curriculum is updated annually to include current BSA/AML compliance management issues in addition to a review of technical compliance requirements that have been in place for some time. The program is supported by comprehensive materials that serve as a detailed reference for your BSA/AML compliance efforts ongoing.

Managing and Documenting Classified Assets - NEW PROGRAM CONTENT

April 10, 11, 12
Knoxville, Nashville, Jackson

6.5 hours CPE
***6.5 hours ICB**

Developing Tomorrow's Lenders Today

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

This program, presented by John Cochran, John Cochran & Associates, Jefferson City, MO, will focus on the management and reduction of classified assets (loans, other real estate owned, and repossessed assets) and how to document these assets to avoid criticism by the regulators. Discussion of credit file content also will include the clear documentation of specific provisions to the bank's allowance for loan and lease losses.

Strategic Technology Conference

April 12 & 13 **10 hours CPE**
Embassy Suites Hotel & Conference Center, Murfreesboro

Team Discount: A discount of $25 per person is available for multiple registrations from the same institution, after the initial registration. Only the first registrant from your institution pays the full fee. **To be eligible for the team discount, you must register all your attendants at the same time in advance.**

	Members / Associate Members	Nonmembers
Early Registration	$400/$375	$800/$775
Registration	$430/$405	$830/$805
At-the-Door	$480	$880

TBA Contact: Susan Taylor

This conference, for community bank CEOs, senior department heads, and senior officers who have strategic planning responsibilities for their institutions, focuses on the community bankers' technology planning needs. It features nationally known speakers who are experts in the areas of financial institution technology needs, as well as technology vendors available on-site to answer questions regarding the latest in financial services technology.

Tennessee Deposit Account Administration

April 16, 17, 18, 19 **6.5 hours CPE**
Jackson, Nashville, Kingsport, Knoxville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Delivered by Laura Wilson, Pegasus Educational Services. LLC, Louisville, KY, this full-day program focuses on Tennessee law regarding deposit accounts, including ownership and survivorship provisions, documentation requirements, what to do on the death of an owner, and common problems in account administration–daily issues in every financial institution. This seminar includes information on powers of attorney and making changes to accounts. It is designed to meet the needs of auditors, supervisors, and senior new accounts personnel. This is the best seminar available on this topic. A detailed resource manual is provided for each seminar attendant.

Leadership Convention - SPONSORED BY THE YOUNG BANKERS DIVISION

April 22-24 **3 hours CPE**
Chattanooga Choo Choo, Chattanooga, TN

	Members / Associate Members	Member Spouses	Nonmembers	Nonmember Spouses
Early Registration	$275	$175	$550	$325
Registration	$305	$205	$580	$355
At-the-Door	$355	$255	$630	$405

TBA Contact: Susan Taylor
This convention is sponsored by the Young Bankers Division and will include the election of officers and directors, recognition of bankers working with the Personal Economics Program (PEP), educational sessions, a golf tournament, and entertainment. Bankers of all ages are encouraged to attend.

Secured Loan Documentation

April 24, 25, 26 **6.5 hours CPE**
Knoxville, Nashville, Jackson ***6.5 hours ICB**

Developing Tomorrow's Lenders Today

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles
This seminar will deal with proper lien creation, documentation, and monitoring under the requirements of Revised Uniform Commercial Code Article 9. The seminar also will cover: fundamental procedures, terms, and definitions of effective, efficient secured lending; required documentation for ensuring proper creation of perfected, first-lien security interests for different types of collateral; security agreements, notes, and UCC financing statement forms; proper collateral language for UCCs and security agreements; UCC filing requirements for each type of collateral; the how, when, and why of guarantees and co-signers; and signature requirements and supporting documentation requirements for all types of borrowers, including individuals, corporations, partnerships, LLCs, and assumed names. The instructor will also brief attendants on secured real estate interests.

2012 Washington Visit

May 7-9
Sofitel Hotel, Washington, DC

TBA Contact: Tim Amos
The Government Relations Committee schedules meetings with the federal bank regulatory agencies, national trade associations, and Tennessee's congressional delegation and their staff. This trip highlights current federal legislative and regulatory issues and promotes greater individual involvement at the federal level. While the visit is primarily for the members of the Government Relations Committee, the TBA board, and the Independent Bankers Division board, occasionally a few extra places are available.

2011-2012 Senior Lender Forums - SESSION 3 OF 3

May 9, 10, 11 (exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

Developing Tomorrow's Lenders Today

	Members
Final session in series	$400

TBA Contact: Debbie Brickles
This full-day session facilitated by Paul Sims, Guided Solutions, has proven to be one of the most beneficial programs ever offered to this level of banker. These sessions provide an ongoing opportunity and platform for noncompeting senior lenders to discuss important issues and exchange ideas relating to the lending functions within their organizations. Each session is "stand-alone" in content and registrants may join the group at any time within the three-part series. This is the second of three sessions and the price has been pro-rated to incorporate the final two sessions in the series. ***This program is limited to 15 attendants in each group.***

Branch Management Series - SESSION 2 OF 4

May 10 – Session 2 **6.5 hours CPE**
Nashville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Registration - single session	$220	$440
At-the-Door - single session	$270	$490
Triple the single session prices to register for remaining three sessions prior to May 10.		

TBA Contact: Debbie Brickles
More than ever before, today's branch manager is faced with a multitude of challenges and opportunities. This four-part series focuses on the critical success elements of managing and leading a successful team within the branch. Each workshop is designed as a stand-alone session packaged full of checklists, job aids, case studies, examples, and real-world situations that every participant can take back and apply immediately within their scope of work. Dianne Barton, president, Performance Solutions, Inc, will lead this four-part series of programs.

Regulatory Compliance - TOPIC TBD BASED ON CURRENT ISSUES

May 14, 15, 16, 17
Jackson, Nashville, Knoxville, Kingsport

6.5 hours CPE
***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Program topic will be determined closer to the program dates based on regulatory issues current to the time frame. Jack Holzknecht, Pegasus Educational Services, LLC, will be the presenter.

2011-2012 Senior Compliance Officer Forums - SESSION 3 OF 4

May 15 (exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

	Members
Final two sessions in series	$600

TBA Contact: Debbie Brickles

These full-day sessions facilitated by Connie Edwards, Banc Compliance Group, will deal with the most current compliance concerns facing Tennessee banks. This third of a four-part program will provide a group setting where peers may exchange ideas freely, dissect challenges openly, and discuss solutions to improve the overall performance of their banks. Each session is stand-alone in content, and registrants may join the group at any time within the four-part series. This is the third of four sessions, and the price has been pro-rated to incorporate the final two sessions in the series.

The Southeastern School of Commercial Lending℠

May 20-25
Owen Graduate School of Management
Vanderbilt University, Nashville

45 hours CPE
***45 hours ICB (CLBB)**

Developing Tomorrow's Lenders Today

	Members / Associate Members	Nonmembers
Discounted Tuition	$1,450	$1,650
Standard Tuition	$1,650	$1,850
Discounted Tuition Deadline: April 13, 2012		
Tuition includes housing, breakfast, and lunch.		

TBA Contact: Susan Taylor

This intensive, one-week school concentrates on all aspects of commercial lending. Students receive over 50 hours of classroom instruction, discussion, and case studies. Recommendations for attendance include at least one year of commercial lending experience or five years of general banking experience in addition to prescribed prerequisites. The school is sponsored by the Tennessee Bankers Association in cooperation with the Alabama, Georgia, Louisiana, and Mississippi bankers associations. Students are housed at the Loews Vanderbilt Hotel.

2012 CEO Forums - SESSION 2 OF 3

May 22, 23, 24 (exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

	Members
Final two sessions in series	$800

TBA Contact: Debbie Brickles

The *CEO Forums* have proven to be an ideal platform for CEOs/presidents from noncompeting banks throughout Tennessee to exchange ideas freely, dissect challenges openly, and discuss solutions in a small-group setting. The ultimate goals are to help participants grow both professionally and personally and to improve the performance of their banks. Paul Sims of Guided Solutions is the facilitator for these programs. Each session in this three-part program is stand-alone in content, and registrants may join the group at any time within the series. ***This program is limited to 15 attendants in each group***.

122nd TBA Annual Meeting

June 10-12
Palmer House Hilton, Chicago, IL

Members / Associate Members		TBA Member Spouses	Nonmembers	Nonmember Spouses
Registration	$750	$300	$1,500	$600
Children Under 18 Accompanying Parents - $150				

TBA Contact: Penny Powlas

For the first time, Tennessee bankers will take the annual meeting to the great city of Chicago and the historic grand hotel, the Palmer House Hilton. Delegates will enjoy informative speakers and social events at this annual gathering of bankers and vendors from across the state.

CFO/Controller Forums - SESSION 2 OF 3

June 20, 21, & 22 - Session 2
TBA Gilliam Board Room, Nashville

	Members
Three-session series	$1,200

TBA Contact: Susan Taylor

These *CFO/Controller Forums* provide an investment for you and your bank's future by offering a platform and opportunity for noncompeting CFOs and controllers to exchange ideas freely, dissect problems, and discuss important issues with peers. Groups are organized based on bank size and market to ensure that participants have as much in common as possible. Each group meets three times during the year. *This program is limited to 15 attendants in each group.*

The Southeastern School of Banking℠ I & II

July 22-27 - Concurrent Sessions **70 hours CPE combined**
Owen Graduate School of Management, Vanderbilt University, Nashville

	Members / Associate Members	Nonmembers
Discounted Tuition	$1,450/year	$1,650/year
Standard Tuition	$1,650/year	$1,850/year
Discounted Tuition Deadline: June 20, 2012		
Tuition includes housing, breakfast, and lunch.		

TBA Contact: Susan Taylor

The Southeastern School of Banking℠ offers an 80-hour general banking curriculum. Serving Tennessee financial institutions since 1939, the two-year school incorporates lectures and home study assignments. Students from both years attend classes during the same week. Some of the topics covered in the first year are bank financial analysis, macroeconomics, asset/liability management, investments, lending, business planning, managing liquidity/capital planning, sales management, and HR management. The current version of the Stanford Bank Simulation Game is a tool for learning about financial institution management. The second-year general banking classes include managing up skills, a fraud overview, ethics in banking, trust services, credit and credit scoring, technology in banking, the changing bank environment, bank security, management, and completion of the Stanford Bank Simulation Game. A must for career bankers! Students are housed at the Loews Vanderbilt Hotel.

2011-2012 Senior Human Resources Forum

- SESSION 3 OF 3 - NEW PROGRAM/NEW FACILITATOR

July 24 **6.5 hours CPE**
TBA Barrett Training Center, Nashville ***6.5 hours ICB**
HRCI hours applied for

	Members
Final session in series	$400

TBA Contact: Debbie Brickles

In this program facilitated by Jerry Newsome of Littler Mendelson, PC, the country's largest law firm exclusively devoted to representing management in employment and labor law matters, those who are responsible for human resource-related issues in their institutions have the opportunity to discuss their concerns and explore collaborative solutions to problems they face on a day-to-day basis. The forum group will meet three times annually, and the agenda for each session will flow based on feedback from participants in the forum group. As necessary, subject matter experts will be brought in to cover specific issues and topics.

RESPA: Review & Update

August 6, 7, 8, 9 **6.5 hours CPE**
Jackson, Nashville, Knoxville, Kingsport ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Bankers struggled over the past few years to implement the massive revisions to Regulation X. Now with some experience under our belts, bankers are getting comfortable with the new requirements. But don't relax; examiners are up to speed on the RESPA revisions and are citing violations with great regularity and requiring adjustments for tolerance violations. This program reviews the revisions and focuses on frequent violations being cited by examiners. .

2011-2012 Senior Compliance Officer Forums - SESSION 4 OF 4

August 14 ***6.5 hours ICB**
TBA Gilliam Board Room, Nashville

	Members
Final session in series	$300

TBA Contact: Debbie Brickles
These full-day sessions facilitated by Connie Edwards, Banc Compliance Group, will deal with the most current compliance concerns facing Tennessee banks. This fourth of a four-part program will provide a group setting where peers may exchange ideas freely, dissect challenges openly, and discuss solutions to improve the overall performance of their banks. Each session is stand-alone in content, and registrants may join the group at any time within the four-part series. This is the final of four sessions, and the price has been pro-rated accordingly.

Workshop for Loan Assistants and Loan Processors

August 14, 15, 16 ***6.5 hours ICB**
Knoxville, Nashville, Jackson

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles
This day-long workshop is designed to increase the lending knowledge and administrative effectiveness of one of the most important positions in a community bank's lending staff—the loan assistant/loan processor. All of the objectives of the program are directed at increasing the performance effectiveness of these individuals.

Branch Management Series - SESSION 3 OF 4

August 16 – Session 3 **6.5 hours CPE**
Nashville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Registration - single session	$220	$440
At-the-Door - single session	$270	$490
Double the single session prices to register for remaining two sessions prior to August 16.		

TBA Contact: Debbie Brickles

More than ever before, today's branch manager is faced with a multitude of challenges and opportunities. This four-part series focuses on the critical success elements of managing and leading a successful team within the branch. Each workshop is designed as a stand-alone session packaged full of checklists, job aids, case studies, examples, and real-world situations that every participant can take back and apply immediately within their scope of work. Dianne Barton, president, Performance Solutions, Inc, will lead this four-part series of programs.

Internal Audit and Risk Assessment School - SPONSORED BY CROWE HORWATH, LLP

August 22 Basic & 23 Advanced
Nashville

13 hours CPE
***13 hours ICB**

Day 1: Basic Level	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

Day 2: Advanced Level	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

Developing Tomorrow's Lenders Today

Both Days	Members / Associate Members	Nonmembers
Early Registration	$435	$870
Registration	$465	$900
At-the-Door	$515	$950

TBA Contact: Debbie Brickles

The *Internal Audit and Risk Assessment School,* sponsored by Crowe Horwath, LLP, is formatted to provide an overview of the internal audit function along with audit concepts and techniques to aid in identifying risk in areas common to all financial institutions. The program will cover timely issues including mortgage banking functions and audits; auditing of collections, recovery, foreclosures, and recoveries; auditing asset/liability management; working with boards of directors and audit committees; conducting business as it pertains to industry trends and regulatory requirements; and what is on the horizon regarding emerging issues and industry trend forecasts.

The Bank Audit Committee - NEW HALF DAY PROGRAM

August 24
Nashville

3 hours CPE
***3 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$170	$340
Registration	$195	$365
At-the-Door	$245	$415

Developing Tomorrow's Lenders Today

TBA Contact: Debbie Brickles

The half day program, sponsored by Crowe Horwath, LLP, and conducted by Mike Thomas of Crowe Horwath, is structured to provide those who serve on the audit committee with a better understanding of their duties, responsibilities, rights, and relationships with the board of directors, executive managers, and internal and eternal auditors. It also will cover issues concerning good corporate governance. In addition, Thomas will cover primary internal controls that audit committee members should be knowledgeable of.

Fraud at the Forefront - NEW EVENING PROGRAM

August 28, 29, 30
Knoxville, Nashville, Jackson

2.5 hours CPE
***2.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$170	$340
Registration	$195	$365
At-the-Door	$245	$415

TBA Contact: Debbie Brickles

The E-world is changing everything….and…..one of the best cost savings to your institution is to have your frontline staff hear this presentation first-hand from an expert who can bring about an awareness that will deliver benefits to your bank beyond what you might realize. Cell phones are giving way to smart phones, laptops surrendering to tablets, and mobile computing is morphing into cloud computing. The criminals are looking for ways to attack your customers and their accounts with every advancement that technology brings, and they never take a day off. Awareness is the key! Customers who have limited knowledge of technological change but use their computers to access E-mail or the internet expose themselves to fraudulent schemes like never before. This is a very comprehensive program, and topics include ACH fraud schemes, organizational ID theft, new ATM skimming risks, social engineering, smartphone breaches, money mules, and more. The most effective fraud prevention strategy is to form an active partnership with your customers. This partnership requires all employees to have an awareness and understanding of the dynamics of the fraud world, an E-world that extends far beyond the often comfortable and safe communities throughout Tennessee. This is not something that can be shared after-the-fact…***you need to have your staff attend in order to learn, first-hand, ways to tackle this problem.*** Jim Rechel, president of The Rechel Group, Inc, a risk-consulting firm headquartered in Cincinnati, OH, will deliver this program.

Training the Credit Analyst

September 4 & 5 **14 hours CPE**
TBA Barrett Training Center, Nashville

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Susan Taylor

The art of credit analysis brings to light the actions or inactions of management that are the basis for the numbers on financial statements. Credit analysis serves three distinct purposes in the bank: to identify risk, opportunities, and help structure loans properly; to help customers make better business decisions; and to satisfy bank examiners. In this two-day, hands-on workshop, nationally known instructor and consultant David Kemp will arm you with the tools required to become a first-rate credit analyst—a good grasp of accounting, loan policy, ratios, cash flows, and trend analysis. After this, it is up to you to apply your own judgment and common sense. Kemp is president of Bankers Management, Inc, in Atlanta, GA.

Basic Consumer Underwriting

September 6 & 7 **14 hours CPE**
TBA Barrett Training Center, Nashville

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Susan Taylor

This two-day basic program is for those charged with organizing and managing consumer loans. It is excellent preparation for those interested in attending *The Southeastern School of Consumer Credit*SM in March 2013. The workshop will address credit decision-making as well as the human relations aspect of lending. It includes case studies and role playing to acquaint you with effective interviewing skills and to improve your credit decisions. It also includes discussion on the concepts of secured lending, an analysis of decision making, and major changes to mortgage underwriting standards. The instructor is David Kemp, president of Bankers Management, Inc, Atlanta, GA. Kemp is a nationally recognized consultant in financial services training and bank consulting with over 30 years of banking experience and training.

Compliance with Federal Lending Regulations

September 10 & 11, 11 & 12, 12 & 13 **6.5 hours CPE - per day**
Jackson, Nashville, Knoxville

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Penny Powlas
This two-day seminar at each site presents an in-depth look at all major lending regulations. It is designed for lending officers, compliance officers, and management. Topics include Regulation B, Fair Housing Act, Regulation C/HMDA, Fair Credit Reporting Act, RESPA, and Truth-in-Lending Act, among others.

2012 BSA/AML Compliance Management

September 10, 11, 12, 13 **6.5 hours CPE**
Kingsport, Knoxville, Jackson, Nashville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles
This seminar is a comprehensive overview of BSA's record-keeping and report requirements. Program content also contains an introduction to suspicious act reporting requirements as well as the mandate to implement a written anti-money laundering program. These elements are integrated in a practical analysis of how to establish, evaluate, and administer a working BSA compliance effort. All persons with BSA/AML responsibilities, particularly BSA officers and auditors, are required to participate in ongoing training. This program serves as a detailed introduction for new personnel and an important review for experienced personnel. It is presented by Ken Golliher, Pegasus Education Services, LLC, Louisville, KY.

IRS Reporting - NEW MORNING PROGRAM

September 10 — **2.5 hours CPE**
TBA Barrett Training Center, Nashville — ***2.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$170	$340
Registration	$195	$365
At-the-Door	$245	$415

TBA Contact: Debbie Brickles

IRS penalties have doubled!! Penalties for failure to file information returns, failure to file correct information returns, and failure to furnish correct payee statements have increased to $100 per occurrence for 1099s, 1098s, and other information returns. The maximum penalty is $1.5 million—$500,000 for small businesses. To avoid penalties, financial institutions must know how the IRS information return program works, evaluate procedures for creating relationships with customers and vendors, integrate applicable changes for the current tax year, and lay the groundwork for a "reasonable cause" defense. This half-day seminar outlines an effective IRS compliance program. It gives practical advice on procedural issues and outlines actions required in response to a B-Notice (CP2100) and a Notice of Proposed Penalty (972 CG). Changes and recent developments are highlighted throughout the program. In general, this program meets the needs of those for whom information reporting is a seasonal rather than full-time responsibility.

The Southeastern Institute for Individual Retirement Account Training

September 18 & 19 — **12 hours CPE**
Franklin Marriott Cool Springs, Franklin — ***ICB (CTFA, CRSP, CISP) hours TBD**

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Susan Taylor

Whether you are brand new to IRAs or an IRA "veteran," this extended IRA format will serve the needs for all levels of employees at your financial institution. Verbal and written reviews will be included to help you conquer the more complicated issues of IRAs. If you are looking for a seminar that will answer all your simple and complex questions, this one fits the bill. This institute will provide the new IRA banker and supervisor with a complete understanding of all areas of the IRA account, as well as a review of the IRA regulation changes and clarifications. Each participant will receive a comprehensive Sunwest Training *IRA Training and Reference Manual.* Patrice M. Konarik, CFP, president of Sunwest Training Corporation, is the instructor for this institute. She brings over 25 years of expertise in the retirement and new account areas and currently provides IRA training in 25 states.

Compliance Conference

September 18 & 19 **12 hours CPE**
Airport Marriott, Nashville

	Members / Associate Members	Nonmembers
Early Registration	$440	$880
Registration	$470	$910
At-the-Door	$520	$960

TBA Contact: Debbie Brickles

Surviving the Storms of Change in our current environment can be a challenge. And, compliance with regard to these changes is one of the most critical and consuming issues facing our industry. The trends in our regulatory environment translate into different ways of handling our businesses than ever before. Compliance management while using best practices regarding these changes will help us to survive the hurdles we face. Anticipating how to deal with these is key to survival. The 2012 TBA Compliance Conference is structured to provide you solutions! The foundation of this conference is to find current, practical, understandable, and workable solutions to the regulatory changes that are occurring with frequency. This conference will bring together national, regional, and local compliance experts. It provides a platform where you have access to getting answers from industry experts on issues such as new Dodd-Frank provisions, risk-based tolerance rules, community and fair lending and insight into regulatory forecasts and trends, to name a few. You will network and learn from your peers. The format of the conference includes general sessions, panel presentations, and breakouts that focus on the most current regulatory issues.

2012-2013 Senior Lender Forums - SESSION 1 OF 3

September 19, 20, 21 ***ICB & CLE TBD**
(exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

Developing Tomorrow's Lenders Today

	Members
Three-session series	$1,200

TBA Contact: Debbie Brickles

This full-day session facilitated by Paul Sims, Guided Solutions, has proven to be one of the most beneficial programs ever offered to this level of banker. These sessions provide an ongoing opportunity and platform for noncompeting senior lenders to discuss important issues and exchange ideas relating to the lending functions within their organizations. Each session is stand-alone in content, and registrants may join the group at any time within the three-part series. This is the first of three sessions. ***This program is limited to 15 attendants in each group.***

2012 CEO Forums - SESSION 3 OF 3

September 25, 26, 27 (exact dates and group assignments subject to change)
TBA Gilliam Board Room, Nashville

	Members
Final session	$400

TBA Contact: Debbie Brickles

The *CEO Forums* have proven to be an ideal platform for CEOs/presidents from noncompeting banks throughout Tennessee to exchange ideas freely, dissect challenges openly, and discuss solutions in a small-group setting. The ultimate goals are to help participants grow both professionally and personally and to improve the performance of their banks. Paul Sims of Guided Solutions is the facilitator for these programs. Each session in this three-part program is stand-alone in content, and registrants may join the group at any time within the series. ***This program is limited to 15 attendants in each group***.

Compliance Bootcamp

October2 **6.5 hours CPE**
TBA Barrett Training Center, Nashville

	Members / Associate Members	Nonmembers
Early Registration	$300	$600
Registration	$330	$630
At-the-Door	$380	$680

TBA Contact: Debbie Brickles

Community Bank Directors College

October 4 & 5 **6.5 hours CPE**
TBA Barrett Training Center, Nashville

	Members / Associate Members	Nonmembers
Early Registration	$300	$600
Registration	$330	$630
At-the-Door	$380	$680

TBA Contact: Susan Taylor

In its 19th year, this popular conference offers community bank directors the opportunity to network and take advantage of a program dealing with current issues and strategic planning recommendations. Approximately 150 bankers and directors attend this meeting annually. Banks are encouraged to incorporate this program into their annual agenda for their boards of directors and senior management officers.

CFO/Controller Forums - SESSION 3 OF 3

October 10, 11, 12 - Session 3
TBA Gilliam Board Room, Nashville

	Members
Three-session series	$1,200

TBA Contact: Susan Taylor

These CFO/Controller Forums provide an investment for you and your bank's future by offering a platform and opportunity for noncompeting CFOs and controllers to exchange ideas freely, dissect problems, and discuss important issues with peers. Groups are organized based on bank size and market to ensure that participants have as much in common as possible. Each group meets three times during the year. *This program is limited to 15 attendants in each group.*

Opening New Accounts in Tennessee - EVENING PROGRAM

October 15, 16, 17, 18 **3 hours CPE**
Jackson, Nashville, Kingsport, Knoxville ***3 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$170	$340
Registration	$195	$365
At-the-Door	$245	$415
NOTE: Bank will receive one free registration for every 10 paid registrations from the same bank. To be eligible for the free registration, all attendants must register at the same time.		

TBA Contact: Debbie Brickles

Delivered by Laura Wilson, Pegasus Educational Services of Louisville, KY, this evening program focuses on proper account titles based on Tennessee law. Ownership provisions, TIN requirements, and documentation requirements make up the bulk of this seminar. This is the most practical and useful program offered to meet the needs of employees who open new accounts, whether they have 10 days or 10 years of experience. A detailed reference manual is provided to seminar attendants.

Trust & Wealth Management Conference

October 18 & 19 ***CLE, CFP, CPE, ICB to be determined**
Nashville

Members / Associate Members		Member Spouses	Nonmembers	Nonmember Spouses
Early Registration	$285	$85	$570	$170
Registration	$315	$115	$600	$200
At-the-Door	$365	$165	$650	$250

TBA Contact: Penny Powlas

The *Trust & Wealth Management Conference* is the annual meeting for TBA members working in the trust area. Events include business sessions providing information on a variety of topical trust issues plus a reception and dinner. Past conferences have addressed mutual funds, employee benefits, legal updates, fiduciary compensation, and marketing. In addition, new trust committee officers are elected.

Independent Bankers Division Convention

October 23 & 24 **4 hours CPE**
Hilton Nashville Downtown, Nashville

Members / Associate Members		Member Spouses	Nonmembers	Nonmember Spouses
Early Registration	$215	$50	$430	$100
Registration	$245	$50	$460	$100
At-the-Door	$295	$75	$510	$125

TBA Contact: Susan Taylor

Each year, over 150 bankers across the state come together at the *Independent Bankers Division Convention*. The business session on the first day includes a session on a relevant "hot" topic, followed by a reception for all convention participants. The business session on the following day covers current issues of interest to community banks and includes the election of division officers and directors.

Branch Management Series - SESSION 4 OF 4

October 30 – Session 4 **6.5 hours CPE**
Nashville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Registration - single session	$220	$440
At-the-Door - single session	$270	$490

TBA Contact: Debbie Brickles

More than ever before, today's branch manager is faced with a multitude of challenges and opportunities. This four-part series focuses on the critical success elements of managing and leading a successful team within the branch. Each workshop is designed as a stand-alone session packaged full of checklists, job aids, case studies, examples, and real-world situations that every participant can take back and apply immediately within their scope of work. Dianne Barton, president, Performance Solutions, Inc, will lead this four-part series of programs.

Small Business Financial Statements and Tax Return Analysis

October 30, 31, November 1 **6.5 hours CPE**
Jackson, Nashville, Knoxville ***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

This program presented by John Cochran, John Cochran & Associates, Jefferson City, MO, will review the essential information contained in corporate income statement and balance sheets and related federal income tax returns which lenders and credit analysts need to predict business loan repayment accurately. ***In addition, timely and accurate risk ratings will be discussed in view of the analysis described above.***

Bank Security and Risk Management Conference

November 8 & 9

10 hours CPE
Nashville Airport Marriott, Nashville
***11 hours ICB (CFSSP)**

***3.5 hours ICB (CRCM)**

	Members / Associate Members	Nonmembers
Early Registration	$375	$750
Registration	$405	$780
At-the-Door	$455	$830

TBA Contact: Susan Taylor

This annual conference is designed to give both the new and the experienced security officer an educational program that provides a critical resource for receiving timely and continuing security education. It provides established and emerging industry-standard security practices; enhances the security professional's credibility with their peers and board of directors; continues personal and professional development; and reduces personal and corporate liability. Focusing on the "hot" topics involving bank security, this conference provides instruction, discussion, and experiential learning opportunities for all security professionals.

Regulatory Compliance - TOPIC TBD BASED ON CURRENT ISSUES

November 26, 27, 28, 29

6.5 hours CPE
Jackson, Nashville, Knoxville, Kingsport
***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Program topic will be determined closer to the program dates based on regulatory issues current to the time frame. Jack Holzknecht, Pegasus Educational Services, LLC, will be the presenter.

IRA Update and Review

December 4, 5, 6

6.5 hours CPE
Knoxville, Nashville, Jackson
***6.5 hours ICB**

	Members / Associate Members	Nonmembers
Early Registration	$220	$440
Registration	$250	$470
At-the-Door	$300	$520

TBA Contact: Debbie Brickles

Patrice M. Konarik, CFP®, president of Sunwest Training Corp, Gilchrist, TX, will cover changing regulations, rules, and detailed explanations of the more technical areas of IRAs. This seminar, on an intermediate level, will explain the most up-to-date changes including Health Savings Accounts and nonspouse beneficiary rollovers from Qualified Plans. You also will learn what does and does not need to be included in your IRA customer files. Complicated distribution issues, such as death payments to a beneficiary, will be covered extensively to make sure your IRS reporting is on the right track. If you have attended one of Konarik's IRA programs, you've learned to keep her "Red Book" handy to answer all your customer's questions. The updated material is the core of this much sought after program.

*ICB credit hours are estimated and will be applied for. Once credit has been accepted by the Institute of Certified Bankers, application may be made directly with ICB.

NOTE: All dates, prices, instructors, and other information listed in this 2012 TBA *Professional Development Directory* were correct at the time of printing. They are, however, subject to change.

While this directory represents current programs for 2012 scheduled by TBA at print time, occasionally other "hot topics" are added to the calendar throughout the year. We encourage you to look at the monthly calendar in *The Tennessee Banker* magazine and visit *www.TNBankers.org/calendar* for the most current information about TBA events and programs.

2013 TENTATIVE DATES

February TBD
Legislative Reception
Nashville

February TBD
Credit Conference
Nashville

February 18-20
The Southeastern School of Advanced Commercial Lending℠
Nashville

February 21 & 22
Essentials of Commercial Lending
Nashville

March TBD
Human Resources Conference
Location TBD

March 3-8
The Southeastern School of Consumer Credit℠
Nashville

April TBD
Strategic Technology Conference
Location TBD

April 21-23
Leadership Convention - Young Bankers Division
Nashville

May TBD
2012 Washington Visit
Washington, DC

May 19-24
The Southeastern School of Commercial Lending℠
Nashville

June 2-4
123rd TBA Annual Meeting
Charleston Place, Charleston, SC

July 21-26 - Concurrent
The Southeastern School of Banking I℠
The Southeastern School of Banking II℠
Nashville

August 27 & 28
Training the Credit Analyst
Nashville

August 29 & 30
Basic Consumer Underwriting
Nashville

September TBD
Community Bank Directors Conference
Nashville

October TBD
Trust & Wealth Management Conference
Nashville

October TBD
Independent Bankers Division Convention
Nashville

NOTES, ADDITIONS, CHANGES

2012 FORUMS

2011-2012

Senior Lender Forums
September 27, 28, 29, 2011 - Session 1
January 11, 12, 13, 2012 - Session 2
May 9, 10, 11, 2012 - Session 3
All three sessions in series - $1,200
TBA Contact: Debbie Brickles
TBA Gilliam Board Room, Nashville

Senior Compliance Officer Forums
November 15, 2011 - Session 1
February 14 - Session 2
May 15 - Session 3
August 14 - Session 4
All four sessions in series - $1,200
TBA Contact: Debbie Brickles
TBA Gilliam Board Room, Nashville

Senior Human Resources Forum
November 8, 2011 - Session 1
March 20, 2012 - Session 2
July 24, 2012 - Session 3
All three sessions in series - $1,200
TBA Contact: Debbie Brickles
TBA Gilliam Board Room, Nashville

2012

CEO Forums
January 24, 25, 26 - Session 1
May 22, 23, 24 - Session 2
September 25, 26, 27 - Session 3
All three sessions in series - $1,200
TBA Contact: Debbie Brickles
TBA Gilliam Board Room, Nashville

CFO/Controller Forums
February 15, 16, 17 - Session 1
June 20, 21, 22 - Session 2
October 10, 11, 12 - Session 3
All three sessions in series - $1,200
TBA Contact: Susan Taylor
TBA Gilliam Board Room, Nashville

2012 SOUTHEASTERN SCHOOLS

Lending Schools

The Southeastern School of Advanced Commercial Lending^{SM}

February 20-22, 2012

Discounted Tuition $970/Standard Tuition $1,120

Discounted Tuition deadline is January 31, 2012

Brochure available December 2011

Loews Vanderbilt Hotel

Nashville

The Southeastern School of Consumer Credit^{SM}

March 4-9, 2012

Discounted Tuition $1,450/Standard Tuition $1,650

Discounted Tuition deadline is February 3, 2012

Brochure available December 2011

Owen Graduate School of Management-Vanderbilt University

Nashville

The Southeastern School of Commercial Lending^{SM}

May 20-25, 2012

Discounted Tuition $1,450/Standard Tuition $1,650

Discounted Tuition deadline is April 13, 2012

Brochure available February 2012

Owen Graduate School of Management-Vanderbilt University

Nashville

General Banking Schools

The Southeastern School of Banking^{SM} I & II

July 22-27, 2012 - Concurrent Sessions

Discounted Tuition $1,450/Standard Tuition $1,650 each year

Discounted Tuition deadline is June 20, 2012

Brochure available March 2012

Owen Graduate School of Management-Vanderbilt University

Nashville

Conducted by the TBA

Lending schools are cosponsored by the Alabama, Georgia, Louisiana, and Mississippi bankers associations

YOU CAN EARN CEUs

Look in this *Directory* for TBA programs with continuing education credits (CEUs)! You now can earn CE credits from the Institute of Certified Bankers (ICB) or CPE credits from the National Association of State Boards of Accountancy, Inc, (NASBA) for attending designated programs offered by the Tennessee Bankers Association.

The Institute of Certified Bankers (ICB), founded in 1990 and headquartered in Washington, DC, is a national association of certified professionals in the financial services industry. A nonprofit, independent corporation sponsored by the American Bankers Association, the ICB meets the industry's need for improved competency levels and promotes excellence and professionalism in all parts of the industry.

Certification programs available:

CBT -- Certified Bank Teller
CCSR -- Certified Customer Service Representative
CCTS -- Certified Corporate Trust Specialist
CFMP -- Certified Financial Marketing Professional
CFSSP -- Certified Financial Services Security Professional
CISP -- Certified IRA Services Professional
CLBB -- Certified Lender--Business Banking
CPB -- Certified Personal Banker
CRCM -- Certified Regulatory Compliance Manager
CRSP -- Certified Retirement Services Professional
CSOP -- Certified Securities Operations Professional
CTFA -- Certified Trust & Financial Advisor

The goal of the ICB is to establish credible standards for accountability, professional and ethical conduct, skills, and knowledge for the 12 banking-industry specialities. Certification helps individuals attain a high level of expertise and the industry to maintain credibility. The result is a more highly trained and better-educated work force.

As the state sponsor of ICB, the Tennessee Bankers Association will support the continuing education requirements for ICB certification of members by providing workshops, seminars, and programming in these 12 certification areas. Programs with approved continuing education hours are noted in this *Directory*.

For more information or an application packet, please call the ICB at 202-663-5092; E-mail them at *icb@aba.com*; or contact the TBA Education Department, at 615/244-4871 or 800/964-5525.

The Tennessee Bankers Association is an approved sponsor of continuing professional education on the National Registry of CPE sponsors. The registry is a program developed by the National Association of State Boards of Accountancy (NASBA) to recognize sponsors for their ability to meet nationally accepted standards for continuing professional education. To register, a sponsor must undergo a comprehensive review of its methods of course presentation, measurement, development, and reporting. As a registered sponsor, the TBA has demonstrated its ability to meet CPE standards for the accounting profession, as well as its commitment to a national system that promotes the delivery of high quality continuing professional education nationwide. For more information regarding administrative policies or complaints, please contact our offices at 615/244-4871.

Tennessee Bankers Association is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: *www.learningmarket.org*.

To obtain more information on continuing education, call the TBA education department at 800/964-5525 or 615/244-4871.

Southern Operations and Technology School

April 29-May 4, 2012

University of Georgia, Athens, GA

Tuition: $1,650/year

Information: 404/522-1501

This two-year school provides an overview of bank operations and facilitates an understanding of the changing bank environment. The school's emphasis is on the traditional bank operations and compliance areas as well as technology, risk management, profitability, sales, and people-related issues. This school, conducted by the Georgia Bankers Association, is cosponsored by the Alabama, Kentucky, Louisiana, Mississippi, South Carolina, and Tennessee bankers associations.

Graduate School of Banking at Louisiana State University

May 20-June 1, 2012

Baton Rouge, LA

Tuition: $3,745 (plus one-time application fee of $150)

Information: 888/278-0025

A graduate-level school for bank officers, the GSB is a three-year school with a two-week resident session each year. The school, organized in 1950, features computer-based simulations, microcomputer models, case work, and extension problems along with traditional classroom instruction. The GSB is cosponsored by 15 state bankers associations, including Tennessee.

Financial Institutions Conference

September 17, 2012 (tentative)

One Century Place Conference Center, Nashville, TN - formerly Willis Conference Center

Information: 615/377-3825 or *www.tscpa.com*

This program is designed for the CEO, CFO, and bank accountants. It is cosponsored by the Tennessee Bankers Association and the Tennessee Society of CPAs. Topics presented may include the economic outlook, regulatory updates, accounting and auditing update, incentive compensation, interest rate risk, developments in bank taxation, alternative funding sources for banks, and internet issues.

We at the Tennessee Bankers Association publish this *directory* to inform you of the broad range of opportunities available to meet your institution's training and educational needs. The TBA can serve as a resource, not only through the programs we offer directly, but also as a window to the training programs and products presented by others. We encourage our members to contact the TBA Education Department with any questions. We can assist you with structuring in-house training or direct you to the many consultants and companies who specialize in current changes and issues within our industry.

Below are TBA's current educational partners, along with information about their various products and services. For more information about any of these products, contact Debbie Brickles, 615/244-4871 or 800/964-5525, or E-mail her at *dbrickles@TNBankers.org.*

American Institute of Banking (AIB)

For well over 100 years, AIB has been one of the banking industry's most valuable training tools—the educational base from which most bankers start their career in the banking world. Over the years, AIB has evolved into what is now the most user-friendly way of channeling the knowledge of banking to employees who need to increase job skills and performance. In addition, bankers earn internationally recognized diplomas and certificates and may obtain college credit through successful completion of certain AIB courses and programs.

AIB is a model for what is expected of educational programming in today's work environment, offering a variety of delivery methods—traditional classroom delivery of courses; online instructor-led courses; self-paced internet courses; and an "on-demand" structure of programming to include the AIB performance-based training products and full catalog of traditional products which may be delivered in condensed segments, in an in-house program structure, or structured by facilitation of a study group. You can work with the TBA to customize AIB products and programs to any bank's specific training needs.

The most recent AIB catalog, the newest products and programs, a products price list, the most current AIB online course schedule, and the most current list of eLearning programs are all available on our web site, *www.TNBankers.org*.

AIB "On Demand"

The current trends in bank training demand flexibility to fit the individual training needs of each financial institution. AIB products provide a foundation from which banks may establish training that readily fits today's blended style of training. These products are available to TBA members and include the traditional training products that have been a proven resource for many years along with the shorter, more job-specific courses which are structured to fit into a more time-restricted delivery approach and designed to keep pace with the most current trends in banking. AIB products are excellent tools for both internal training or resource tools for your employees.

For a list of prices for AIB products, please visit the TBA web site at *www.TNBankers.org* or contact Debbie Brickles, 615/244-4871 or 800-964-5525, or you may E-mail her at *dbrickles@TNBankers.org*.

AIB Online Instructor-Led Internet Courses

The AIB instructor-led, online internet programming has been in existence for several years and thrives as one of the most readily available computer-based training programs accessible to the TBA membership. These courses are offered in a user-friendly, instructor-led, online-based delivery format. Classes use the same curricula as the traditional AIB classes. Students have the flexibility of completing their assignments at any time weekly without the restrictions of a certain place and time required by the traditional classes. Students have access to their instructor and are very active in participating in class with their "online" fellow students. No need to wait for classes to be offered in your area. These same classes provide credit in several areas of application. These are listed with the AIB schedule and include AIB credit toward diplomas and certifications, ICB certification credit, and college credit application through the American Counsel on Education (ACE). The link reflecting colleges in Tennessee accepting credit is available on the TBA website at *http://www.tnbankers.org/education/aib.*

For a current schedule of classes and an enrollment form, visit our web site at *www.TNBankers.org*. For more information about this training, contact Debbie Brickles, 615/244-4871 or 800-964-5525, or you may E-mail her at *dbrickles@TNBankers.org*.

ABA eLearning Self-Paced Internet Courses

Offered as a partnership training program with ABA, TBA is pleased to bring this educational tool to the membership. ELearning courses are an alternative to other training available to TBA members. Within this training series, ABA has formatted approximately 160 Performance Training Series (PTS) programs for online, self-paced delivery. The content of these programs was written and tested by bankers and deals with the most current industry-specific issues including timely compliance issues. In addition to these courses, Microsoft application computer skills training is also available. Low prices make this option a very cost-effective way of training.

ABA eLearning
The knowledge to win.

For more information on these courses and for information on taking a sample course, visit our web site at *www.TNBankers.org* or contact Debbie Brickles, 615/244-4871 or 800-964-5525, or you may E-mail her at *dbrickles@TNBankers.org*.

Webinars

More and more bankers are taking advantage of the TBA webinars. These seminars offer an additional means of obtaining immediate information for many employees at one time. They are formatted for approximately two hours of instruction with a portion of the program allotted to questions and answers. With this programming, the registration fee allows you to have unlimited participants without ever leaving the bank. "On Demand" webinars are another option for some of these programs. These recorded webinars are available for six months after the original webinar sessions. Visit the calendar on the TBA website, *www.TNBankers.org/education/webinars,* for a current list of webinars.

Online University from Harland Clarke

Harland Clarke's Online University enables your bank to provide a broad curriculum of more than 200 courses covering topics such as compliance, teller and loan officer training, sales and service, community relations, leadership, diversity, and much more—all online. The University provides easy-to-access reports that provide compliance training documentation for your auditors. The multimedia-based courses utilize audio, video, animation, and interactivity for greater learning retention and provide opportunities for cross-training and greater individual development, which can lead to decreased employee turnover. This program is offered by the TBA in partnership with Harland Clarke to help your bank achieve strategic goals with staff who are fully prepared and knowledgeable to meet the demands of today's consumers for quick answers and efficient service.

For more information about the Online University from Harland Clarke or to schedule a live demonstration, contact Chuck Rector today at 615-417-8741, or visit *www.harlandclarke.com/education*.

When evaluating products and services for use at your bank, look for the TBA Endorsed seal. This seal designates companies that are officially endorsed by the Tennessee Bankers Association. These respected companies have strong relationships with many TBA member banks and have a proven record of success in the Tennessee banking industry.

Affinion Group

Contact: Kevin Taratoot
Business Development Executive
Affinion Benefits Group
400 Duke Drive
Franklin, TN 37067-2700
(800) 251-0006 or (615) 764-2174
Fax: (615) 764-5174
E-mail: *kevin.taratoot@affiniongroup.com*
www.affiniongroup.com

CRS Data

Contact: Dave Russell
341 Troy Circle
Knoxville, TN 37919-6103
(800) 374-7488
E-mail: *drussell@crsdata.com*
www.crsdata.com

David Shoemaker of Equias Alliance

Contact: David Shoemaker, CPA/PFS, CFP®
8000 Centerview Parkway, Suite 525
Cordova, TN 38018-4256
(901) 754-4924 or (404) 229-2941
E-mail: *dshoemaker@equiasalliance.com*
www.equiasalliance.com

Financial Products and Services, Inc

Contact: Brian Mobley
211 Athens Way, Suite 200
Nashville, TN 37228-1383
(800) 456-5191 or (615) 244-5100
E-mail: *bmobley@financialpsi.com*
www.financialpsi.com

Harland Clarke

Contact: Chuck Rector
157 Sontag Drive
Franklin, TN 37064-5757
(800) 723-1470 Ext 8591
E-mail: *chuck.rector@harlandclarke.com*
www.harlandclarke.com

TBA ENDORSED PRODUCTS

ICBA Bancard & TCM Bank

Contact: Client Relations
ICBA Services Network
1615 L Street, NW, Suite 900
Washington, DC 20036-5623
(800) 242-4770
E-mail: *bancard@icba.org*
www.icbabancard.com

ICBA Mortgage Solutions

Contact: Elizabeth Deal
ICBA Mortgage Solutions
1615 L Street, NW, Suite 900
Washington, DC 20036-5623
(800) 252-5356
E-mail: *elizabeth.deal@icbams.com*
https://www.icbams.com/

Investors Title Insurance Company

Contact: Norma Carroll
121 North Columbia Street
Chapel Hill, NC 27514-3502
(865) 384-7846
E-mail: *ncarroll@invtitle.com*
www.invtitle.com

Office Depot

Contact: Stephanie Donnelly - Middle and East Tennessee
Territory Development Manager
(469) 230-1748
E-mail: *stephanie.donnelly@officedepot.com*

Contact: Brad Harris - West Tennessee
District Sales Manager
(901) 854-4310
E-mail: *brad.harris@officedepot.com*
www.officedepot.com

Pathway Lending

Contact: Clint Gwin
201 Venture Circle
Nashville, TN 37228-1603
(615) 425-7171
E-mail: *clint.gwin@pathwaylending.org*
www.pathwaylending.org

Senior Housing Crime Prevention Foundation

Contact: Sue Shaffer
5100 Poplar Avenue, Suite 711
Memphis, TN 38137-0711
(877) 232-0859
E-mail: *sue.shaffer@shcpfoundation.org*
www.shcpfoundation.org

Thumbprint Signature Program

Contact: T'Lanie Ruegge
Tennessee Bankers Association
211 Athens Way, Suite 100
Nashville, TN 37228-1381
(800) 964-5525 or (615) 244-4871
E-mail: *truegge@TNBankers.org*
www.TNBankers.org

NOTES, ADDITIONS, CHANGES

TBA STAFF

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TENNESSEE BANKERS ASSOCIATION *Service Since 1890*

Tennessee Bankers Association
211 Athens Way, Suite 100
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Phone: 800/964-5525 or 615/244-4871
Fax: 615/244-0995
www.TNBankers.org

TENNESSEE BANKERS ASSOCIATION Service Since 1890

Registration Form – 2012

Please make copies of this form to use throughout the year.

This form may be used to register for any TBA program except *The Southeastern Schools.*

Visit to register online

Complete Program Name ____________________ TBA Contact ____________________
(See directory for reference)

Site: ❑ Knoxville ❑ Nashville ❑ Jackson ❑ Memphis ❑ Other

Name ____________________ Nickname ____________ SS# ____________ E-mail ____________
(Please print or type) *(For educational tracking purposes only)*

Company ____________________ Phone ____________ Fax ____________

Address ____________________ City ____________ State ______ Zip ________

Company Contact ____________ E-mail ____________ Phone ____________ Fax ____________

TOTAL ENCLOSED: $____________ **Method of payment:** ❑ VISA ❑ MasterCard ❑ Check Ck#__________
Please make check payable to Tennessee Bankers Association.

• **Registration Fee:** Note early registration discounts and at-the-door late fees. Prices are subject to change.

Card # ____________________ Exp Date ________ Name as it appears on card (please print) ____________________

Card Billing Address ____________________

City ____________________ State _____ Zip ________

Signature of card holder ____________________

Return this completed form and payment to:
Tennessee Bankers Association
211 Athens Way, Ste 100 • Nashville, TN 37228-1381
Phone: 615/244-4871 or 800/964-5525
Fax: 615/244-0995 – *for credit cards only*
www.TNBankers.org

• **Program Availability:** Due to hotel guarantees and material production, reservations received less than 7 days before the program will be subject to space and material availability.

• **Special Needs:** If you have a disability that may affect your participation in the program, please send TBA a statement regarding any special needs at least 10 days in advance of the program. We will contact you to discuss accommodations.

• **Cancellation Policy:** Cancellations received in the TBA office 7 business days prior to the scheduled program will be refunded in full. Due to commitments with hotels, cancellations received less than 7 business days prior to the scheduled program are not refundable. Substitutions are welcome. Registrants who do not attend the program or send a substitute will be responsible for the entire registration fee.

• **Inclement Weather:** For information about cancellation of programs and cancellation fees due to weather, please call the TBA office at 615/244-4871 or 800/964-5525, x150.

• **Participation** in TBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates.

• **No written confirmation** of conference registration will be sent from the TBA office.

TENNESSEE BANKERS ASSOCIATION Service Since 1890™

211 Athens Way, Ste 100
Nashville, TN 37228-1381