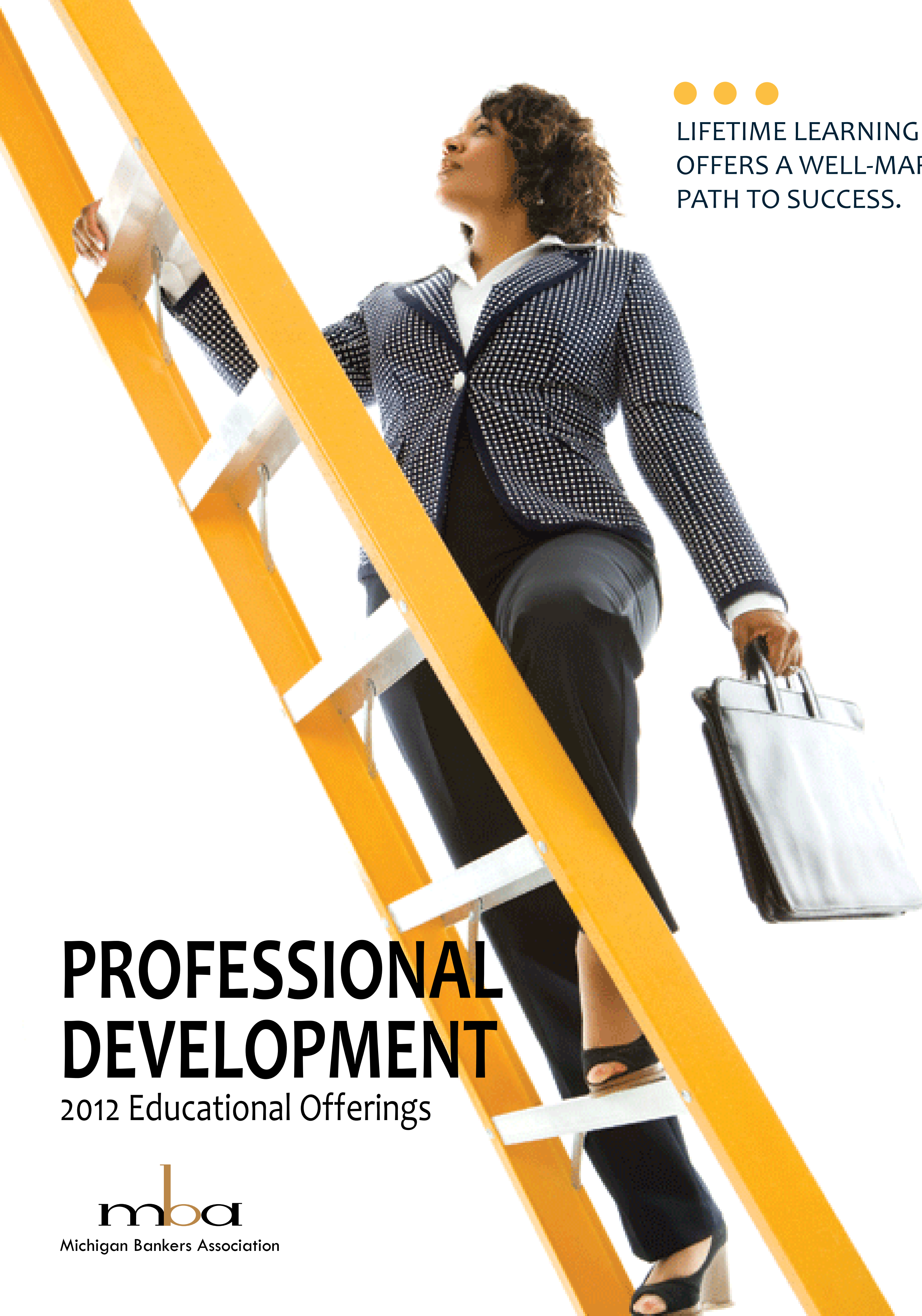

LIFETIME LEARNING
OFFERS A WELL-MARKED
PATH TO SUCCESS.

PROFESSIONAL DEVELOPMENT

2012 Educational Offerings

mba

Michigan Bankers Association

PROFESSIONAL DEVELOPMENT

Michigan Bankers Association offers schools, seminars, workshops and webinars to effectively and conveniently train you and your staff. Attend the best available education, at the best prices. Continuing education hours/credits are available for most events.

SCHOLARSHIPS

The MBA offers three exclusive scholarships, to enable banking professionals from member banks, to further pursue studies in bank management.

- MBA Perry Schools of Banking Scholarship is a full, one-year scholarship valued at $990for a selected MBA member bank employee entering their first year at the MBA School.
- The Graduate School of Banking (GSB) at the University of Wisconsin-Madison provides an $800 scholarship to an HR professional through this one-year program.
- The MBA and GSB Prochnow scholarship awards $1,250.00 for each year of the student's attendance (approximately 1/3 of the annual tuition fees), at GSB School of Banking at the University of Wisconsin – Madison, for a total value of $3,750.

View scholarship applications at http://www.mibankers.com/professional-development/scholarships

BANKING SCHOOLS

The MBA sponsors and co-sponsors banking schools for the professional growth and development of bankers. The schools are designed to promote and enhance skills and knowledge by focusing on the issues, regulations and requirements in different areas of banking.

mba psb Perry Schools of Banking

MBA Perry Schools of Banking
May 20-25, 2012
Kellogg Hotel & Conference Center,
Michigan State University

The MBA Perry Schools of Banking were established in 1976 with a mission to serve the banking industry of Michigan through in-depth and long-term continuing education programs. The well-developed curriculum is developed by MBA Perry Board of Trustees and Perry alumni.

2012 brings a new venue and redesigned curriculum.

Congratulations to our 2011 graduating class!

Graduate School of Banking at the University of Wisconsin – Madison

Since 1945, the Graduate School of Banking (GSB) at the University of Wisconsin-Madison has been educating professionals and creating leaders in the banking industry.

Graduate School of Banking, August 8-24, 2012
Bank Technology Management, April 22-27, 2012
Human Resource Management, April 15-20, 2012
Senior Management Seminar, August 19-22, 2012
Financial Managers School , September 23-28, 2012

www.gsb.org

CANNON FINANCIAL INSTITUTE

Cannon Financial Institute is pleased to offer MBA members significant discounts on registration. Contact Lisa Dunlavy at (706) 389-7656 or ldunlavy@cannonfinancial.com.

Cannon Financial Institute is a leading training firm for financial services professionals in Comprehensive Wealth Management™, Fiduciary Investment Risk Management, Retirement Plan Services, Personal and Corporate Trust and Investment Management. Visit www.cannonfinancial.com.

FORUMS

We have a forum for you and every member of your team. MBA forums provide valuable peer-to-peer networking in a relaxed, yet professional learning environment. It's a free exchange of ideas and discussion of issues in today's evolving regulatory, cost-conscious and productivity-driven environment. Forums are professionally facilitated. Full-day forums, offered throughout the year.

Branch Administrators
Thursday, February 16, 2012
Thursday, June 7, 2012
Thursday, September 27, 2012

Bank Security Officers
Thursday, May 3, 2012
Thursday, November 1, 2012

CEO A
Friday, February 24, 2012
Friday, May 11, 2012
Friday, October 12, 2012

CEO B
Friday, February 10, 2012
Friday, May 4, 2012
Friday, November 9, 2012

CEO C
Friday, February 10, 2012
Friday, May 4, 2012
Friday, November 9, 2012

Chief Financial Officer
Monday, February 20, 2012
Monday, May 21, 2012
Monday, September 17, 2012

CRA
Friday, March 9, 2012
Tuesday, August 28, 2012

Human Resources
Thursday, January 26, 2012
Monday, May 21, 2012
Monday, October 15, 2012

Internal Bank Audit
Monday, May 7, 2012
Thursday, October 11, 2012

Senior Operations Director
Friday, May 18, 2012
Friday, September 7, 2012

Senior Lender A
Tuesday, February 7, 2012
Tuesday, June 5, 2012
Tuesday, October 2, 2012

Senior Lender B
Wednesday, February 8, 2012
Wednesday, June 6, 2012
Wednesday, October 3, 2012

Senior Lender C
Thursday, February 9, 2012
Thursday, June 7, 2012
Thursday, October 4, 2012

Senior Marketing Director
Friday, March 2, 2012
Friday, October 19, 2012

Technology
Friday, March 23, 2012
Friday, June 8, 2012
Friday, September 21, 2012

Special Offer:
Have a colleague you think would benefit from forums? Bring them along. We welcome your guest at no charge for their first forum.

WEBINARS

MBA is delighted to offer a number of discounted or free webinars to you, featuring the latest hot topics. Watch for your Wednesday Professional Development e-mail, featuring our webinar picks of the week.

We've also partnered with the very best webinar providers in the financial industry. Take a look and the find the best online learning solution for you and your team. Education without leaving your desk!

BankersEdge
Looking for convenient compliance- and professional skills-based training that's easy to implement? Preview over 300 courses at www.bankersedge.com. Contact Nora Ebersbach at 877.999.3343 nebersbach@bankersedge.com for preferred MBA member pricing.

TotalTraining
As rules for the new federal regulations are outlined, Total Training offers continuing instruction and updates. In addition to compliance and risk management, a complete line of bank training is available. http://bit.ly/totaltraining

ACPEN/BEDN
Webinars focusing on CFOs and other financial specialists. Qualified to provide CPE credits and bring you the most current information presented by experts in the industry. http://mibankers.acpen.com/

BankersEd
BankersEd offers more than 250 courses on a range of banking topics. A variety of formats are offered including webinars and podcasting. http://www.bankersed.com/MIBANKERS

ABA e-learning
ABA eLearning includes more than 60 courses and 200 hours of training in the retail, small business, personal trust, compliance and management development areas. http://mibakc.abakc.com/

American Institute of Banking
MBA offers AIB online instructor-led courses. The courses are facilitated by an instructor who will guide the students through each lesson and is available to answer questions and provide feedback.
http://www.aba.com/Training/aib_dip.htm

Graduate School of Banking
GSB offers a convenient, cost-effective way to access quality educational opportunities. GSB webinars are designed to meet the dynamic learning needs of today's busy financial professional and are delivered by some of today's top industry experts. https://www.gsb.org/

Thomas Compliance Associates
TCA helps you manage your compliance operations in the most efficient, cost-effective manner possible. Don't miss the next webinar series. Visit www.tcaregs.com or e-mail info@tcaregs.com

CERTIFICATIONS

Advance your career and credentials with MBA certification programs. Be a leader in your bank, your life and your industry.

- Validate your specialized knowledge and training
- Enhance professional credibility with customers and management
- Differentiate your level of expertise
- Network with fellow certified members
- Demonstrate exceptional commitment to professional development

Head Teller Certification
- Session I: February 21, 2012
- Session II: November 12, 2012
- Session III: November 13, 2012

Branch Manager Certification
- Session I: February 22, 2012
- Session II: February 23, 2012
- Session III: November 14, 2012
- Session IV: November 15, 2012

Leadership Skills for Bankers Certification
- Session I: March 26, 2012
- Session II: March 27, 2012
- Session III: August 21, 2012
- Session IV: August 22, 2012

Each session is designed to stand alone, but you'll want to attend all sessions to receive your certification. Series may be taken in any order.

$225 per full-day session or sign up for all sessions in the series for $175 each. A huge savings!

MBA is proud to honor the 2011 graduates of the Leadership Skills for Bankers Certification. The graduates successfully completed the four-part series.

"Participating in the MBA's Leadership Series has been fascinating for me. Not only do I learn about my co-workers styles; but we really delve into our personal styles and preferences when it comes to our leadership, management and lifestyle. Presenter, Phillip Borzilleri encourages participation and is excellent in compelling the class to reach further and explore the complexities of who we are and how we can manage and encourage our staff to perform at a consistent, high performing level. I recommend this four-part series to anyone, whether you have a staff you manage or you are a department unto yourself."

Nancy Lindsay, AVP Marketing, Citizens National

CUSTOM IN-BANK TRAINING

Let us help you create personalized programs to meet your bank's needs. We have a talented team of industry experts. Contact Stephanie Fisher, Director of Education at sfisher@mibankers.com or (517) 485-3600 for more information.

Bring an AIB class to your bank. Here's a partial list of in-house and partnering classroom opportunities:

- Cross-selling to Build Customer Relationships
- Consumer Lending
- Principles of Banking

Contact Michigan Business Consultants (MBC), the local endorsed ABA Training Provider at AIB@mbctraining.com for more information.

SEMINARS

Face-to-face seminars provide not only hands-on learning, but are a great way to meet industry peers. Seminars are located at the MBA Education Center, Lansing, Michigan, unless otherwise noted. Please check www.mibankers.com for full descriptions. Seminars are added throughout the year to offer you the most up-to-date topics. Continuing education hours/credits are available for most seminars. Continental breakfast and lunch are included.

Early Bird Seminar Prices:
- 1 Attendee: $225
- 2-4 Attendees: $175
- 5 or more Attendees $150

How to Improve your Collection Department
January 24, 2012

Generating Customers and Prospects: Mobile, Online and Social Solutions
January 26, 2012

How to Effectively Manage your Foreclosures
½ day Seminar - February 3, 2012

Directors Responsibilities and Liabilities
February 10, 2012

Getting to the Numbers: Financial Statement Analysis
February 14, 2012

Getting the Cash Back: Cash Flow Essentials
February 15, 2012

Mortgage Boot Camp
Two Day Workshop - March 14-15, 2012

CRA Requirements
March 20, 2012

Today's Community Banking Model - There Is No Normal Anymore
March 22, 2012

Reinventing A/L Management in Challenging Times - Making It Make Sense and Make Money
March 28, 2012

Call Report: Revisions, Updates and Critical Issues
March 30, 2012

Emerging Bank Technologies
April 20, 2012

Bank Security Act and Anti-Money Laundering School
Two Day Workshop - May 1-2, 2012

Legal Issues for Account Documentation
May 8, 2012

Creating the Positive Customer Experience
May 9, 2012

Lending to Small Business
May 14, 2012

Loan Review / ALLL
May 23, 2012

Analyzing Personal Financial Statements and Personal Tax Returns
May 24, 2012

HR Management in a Community Bank
September 5, 2012

Appraisal Regulations: Update and Overview of the New Guidelines
September 7, 2012

Emerging Trends in Payments Processing
September 13, 2012

Managing Commercial Credit Risk
September 18, 2012

Making the Consumer Credit Decision-
September 19, 2012

Gen Z and Y - Attracting the Next Two Wealthy Generations
September 20, 2012

IRA Essentials
October 17, 2012

Advanced IRA
October 18, 2012

Principles of Loan Documentation
October 24, 2012

Advanced Loan Documentation
October 25, 2012

Deposit and Lending Compliance Essentials
Two Day Workshop - October 30-31, 2012

HMDA
November 1, 2012

Principles of Banking
November 13, 2012

Essentials of Commercial Lending
Two Day Workshop - November 7-8, 2012

Using Tax Returns for Personal and Global Cash Flow
December 12, 2012

CRE Appraisals: Reviewing and Interpreting, Plus Implementing the New Appraisal Guidelines
December 13, 2012

CONFERENCES AND CONVENTIONS

Visit http://www.mibankers.com/professional-development/conference for the latest MBA conference offerings. Mark your calendars now to attend.

Bankers Education Summit and Trade Show (BEST)
Commercial, retail lenders, compliance officers, bank directors, human resource directors, marketing directors, IT, sales and customer service professionals gather together all in one place! In its third year, the BEST Conference has positively come to be the place to see new products, services, learn and share ideas.
- April 11-13, 2012
- Grand Traverse Resort & Spa, Traverse City, Michigan

MBA Annual Convention
From its unique venue to its many social gatherings, family-fun events and enriching educational sessions, the MBA Annual Convention is a tradition worth savoring. Be part of the tradition… save the date for 2012.
- June 19-22, 2012
- Grand Hotel, Mackinac Island, Michigan

Risk Management and Compliance Institute
Dodd-what?! Frank-who?! The Institute brings together compliance, legal, bank security and risk officers/managers from around the state to discuss how the current and upcoming changes will impact your bank.
- October 2012
- Lansing Community College West, Lansing, Michigan

Midwest Trust and Wealth Management Conference
Michigan Bankers Association, Indiana Bankers Association and Illinois Bankers Association combine efforts to provide continuing education for trust officers in the Midwest. Attendees look forward to earning CEUs and socializing with fellow professionals.
- October 9-11, 2012
- The Inn at St. John's, Plymouth, Michigan

Annual Financial Management Conference
Brings together those involved in day-to-day financial management activities to get in-depth into how economic and regulatory changes impact your bank's profitability and value.
- October 2012
- Lansing, Michigan

Bank Management and Directors Conference
Covers issues such as the future of banking, state legislation, being an effective leader to name a few. The Bank Management and Directors Conference, held every winter, is a working event for CEOs, presidents, senior management team members, and bank directors.
- December 5-7, 2012
- The Henry, Dearborn, Michigan

Join Us On:

Michigan Bankers Association

507 S. Grand Ave
Lansing, MI 48933
517 485-3600
Fax 517 487-1235
www.mibankers.com
mbaregistrations@mibankers.com