



CFT/ABA COURSE TITLE LISTING

Business Banking & Commercial Lending

Accounting
Advanced Tax Return Analysis
Advanced Cash Flow
Analyzing Financial Statements
Analyzing the Tax Return of Businesses
C & I Lending
Calling on Small Business Customers
Certificate in Business & Commercial Lending (curriculum)
Commercial Lending
Commercial Loan Documentation I
Commercial Loan Documentation II
Commercial Loan Defaults
Commercial Real Estate Lending
Construction Lending
Credit Products for Small Businesses
Credit Analysis
Deposit Products and Services for Small Businesses
Enhanced Ratio Analysis
Essentials of Analyzing a Banking Institution
Financial Accounting
Florida Real Estate Law for Bankers
Fundamentals of Small Business Banking Suite
General Accounting
Global Cash Flow
Growing Small Business Relationships Suite
Introduction to Lending
Introduction to Agricultural Lending
Introduction to Analyzing Financial Statements
Introduction to Credit and Regulatory Risk Analysis for Lending and Compliance Professionals
Law and Banking: Principles
Legal Foundations in Banking
Letters of Credit – Basics, Advanced & Standby
Loan Modifications – Alternatives
Loan Documentation in Tough Times
Loan Structuring, Documentation, Pricing and Problem Loans
Overview of Financial Statements
Problem Loan Workouts
Qualitative Analysis and Determining a Credit Risk Rating
Relationship Selling to Small Business Customers
Residential & Commercial Real Estate Appraisal Review & Analysis
Retirement Products for Small Businesses
Small Business Basics
Small Business Banker Certificate
Small Business Borrowing Suite
Small Business Operating and Life Cycle
Small Business Products Suite

The Nuts & Bolts of Construction Lending
Title Insurance Basics for Bankers
Understanding Business Borrowers
Understanding Commercial Loan Structures
Understanding Inherent Regulatory Risks Exposure of Credit Decisions
Understanding Your Construction Borrower

Series

The Commercial Real Estate Lending Decision Process Series (RMA)

Series 1: Types of CRE Loans, Risk Areas and Performance Drivers
Series 2: The CRE Underwriting Process
Series 3: Financing Different Types of Commercial Properties
Series 4: Understanding and Evaluating Leases, Appraisals and Environmental Assessments
Series 5: Loan Structure and Documentation Considerations
Series 6: Construction Lending

The Lending Decision Process Series (RMA)

Series 1: Industry, Management, and Economic Influences
Series 2: Interpreting Quality of Financial Reports and Accounts
Series 3: Analyzing the Company's Financial Performance and Financial Condition
Series 4: The Cash Cycle, Seasonality and Discovering Borrowing Causes and Repayment Sources
Series 5: Analyzing Cash Flow Statement to Measure Long Term Repayment Ability
Series 6: Using Financial Projections to Fine Tune The Credit Analysis

Compliance and Risk Management

For Compliance Professionals

Certificate in Deposit Compliance
Certificate in Lending Compliance
Certificate in Financial and Credit Risk Management
Anatomy of a Regulations for Compliance Professionals
BSA/USA Patriot Act for Compliance Professionals
Community Reinvestment Act, Community Bank (CRA) for Compliance Professionals
Community Reinvestment Act, Large Bank (CRA) for Compliance Professionals
Credit Card Regulations for Compliance Professionals
Digital Compliance for Compliance Professionals
Electronic Funds Transfer Act for Compliance Professionals
Elements of a Compliance Program for Compliance Professionals

Equal Credit Opportunity Act (ECOA) for Compliance Professionals
Expedited Funds Availability (Reg CC) for Compliance Professionals
Fair Credit Reporting Act (FCRA) for Compliance Professionals
Good Faith Estimate and HUD-1 for Compliance Professionals
Home Mortgage Disclosure Act (HMDA) for Compliance Professionals
Loans to Insiders (Reg O) for Compliance Professionals
National Flood Insurance Regulations for Compliance Professionals
Office of Foreign Assets Control (OFAC) for Compliance Professionals
Privacy/Information Sharing for Compliance Professionals
Real Estate Settlement Procedures Act (RESPA) for Compliance Professionals
Reg Z Ability to Repay (ATR) and Qualified Mortgage (QM) for Compliance Professionals
Reg Z Closed-End Credit for Compliance Professionals
Reg Z Open-End Credit for Compliance Professionals
Reserve Requirement for Depository Institutions Act (Reg D) for Compliance Professionals
Servicemembers Civil Relief Act (SCRA) for Compliance Professionals
Truth-in-Savings Act (Reg DD) for Compliance Professionals
Unfair, Deceptive, or Abusive Acts or Practices (UDAAP) for Compliance Professionals

Risk Management

BSA/AML Essentials
Certificate in BSA and AML Compliance
Certificate in Fraud Prevention
Certificate in Financial and Credit Risk Management
Cyber Range Training – Live Attacks (For Security & IT Professionals)
Cybersecurity Management
Vendor Risk Management
Elements of an Operational Risk Management Program
Fraud and Criminal Threats
Incident Management and Resilience
Operational Risk Model Management
Oversight and Management of Operational Risk
Payments and Settlements (coming soon)
Physical Security (coming soon)
Regulatory Exam Management (coming soon)
Risk and Control Self-Assessment (RCSA) (coming soon)

Risk Management Frameworks

Certificate in Risk Management Frameworks
Board and Senior Management Oversight
Introduction to Enterprise Risk Management
Risk Identification

Risk Management Control Framework

Risk Management Reporting

Risk Measurement and Evaluation

Risk Mitigation

Risk Monitoring

Risk Policies, Procedures, and Limits

Frontline Compliance Training

Bank Director Series

Board Oversight: Compliance Management

Board Oversight: Compliance Control Activities

Board Oversight: Preparing for the Compliance Exam

Board Oversight: Post Compliance Exam Activities

Board Oversight: BSA/AML/OFAC

Board Oversight: Insiders and Regulation O

Board Oversight: Fair Lending

Digital Trends: Cybersecurity

Digital Trends: Blockchain

Digital Trends: Payments

Active Aggressor for Employees

Active Aggressor for Managers

ADA Accessibility

ADA Interacting with People Who Have Disabilities

ADA Overview and Employment

Advertising: CAN-SPAM Act

Advertising: Overview for Marketers

Appraisals: FIRREA and Interagency Guidelines

Appraisals: Reg Z Requirements

Bank Bribery Act

Bank Protection Act

Banking Law and Referrals

BSA/AML: Beneficial Ownership and Customer Due Diligence

BSA/AML: CIP Advanced

BSA/AML: CIP Basics

BSA/AML: Communicating with Customers about CTRs

BSA/AML: Completing the CTR

BSA/AML: Complying with the BSA

BSA/AML: Exempting Customers from CTR Reporting

BSA/AML: Overview

BSA/AML: Recordkeeping - Wires, Money Orders, and other Challenges

BSA/AML: Reporting

BSA/AML: Risk Assessment and Customer Due Diligence
BSA/AML: SAR Filing
BSA/AML: USA PATRIOT Act
Community Reinvestment Act (Reg BB)
Cybersecurity Fundamentals
E-Sign Compliance
Elder Financial Exploitation
Equal Credit Opportunity Act (Reg B)
Expedited Funds Availability Act (Reg CC)
Extending Credit to Bank Insiders (Reg O)
FCRA: Adverse Action
FCRA: Affiliate/Third Party Information Sharing
FCRA: Duties of Furnishers
FCRA: Introduction and Overview
FCRA: Medical Information Sharing
FCRA: Notice to Consumers (Risk-Based Pricing)
FCRA: Permissible Purpose
FCRA: Prescreened Offers of Credit
FCRA: Use of Consumer Reports in Employment
Fair Debt Collection Practices Act
Fair Housing Act
Fair Lending
Fair Lending for Marketers
FDIC Insurance Coverage
FDIC for Marketers
Flood Disaster Protection Act
Fraud Recognition and Prevention
Good Faith Estimate and HUD-1
Home Mortgage Disclosure Act (HMDA) Overview
Homeowners Protection Act
Information Security and Red Flags
Military Lending Act
Mortgage Servicing: ARM Notices
Mortgage Servicing: Early Intervention and Continuity of Contact
Mortgage Servicing: Error Resolution
Mortgage Servicing: Escrow Accounts
Mortgage Servicing: Force-Placed Insurance
Mortgage Servicing: Loan Origination and Servicing Transfers
Mortgage Servicing: Loss Mitigation
Mortgage Servicing: Overview
Mortgage Servicing: Payment Crediting and Periodic Statements

Mortgage Servicing: Successors in Interest
Office of Foreign Assets Control (OFAC)
Privacy for Customer Contact Personnel
Real Estate Settlement Procedures Act (RESPA)
Recognizing and Preventing UDAAP
Reg CC Subpart C
Reg DD for Marketers
Reg E Consumer Liability
Reg E Consumer Remittances
Reg E Disclosure Requirements
Reg E Error Resolution Requirements
Reg E Gift Cards
Reg E Overdrafts
Reg E Overview
Reg E Payroll Cards
Reg E Preauthorized Transfers
Reg E Prepaid Accounts
Reg Z Adjustable Rate Mortgages
Reg Z Advertising
Reg Z Advertising for Marketers
Reg Z Credit Cards
Reg Z HELOCs (Open-End Credit)
Reg Z HOEPA and Higher-Priced Mortgage Loans
Reg Z Installment and Home Equity Loans (Closed-End Credit)
Reg Z Mortgages (Closed-End Credit)
Reg Z Non-Home Secured (Open-End Credit)
Reg Z Overview
Reg Z Private Higher Education Loans
Reg Z Reverse Mortgages
Reg Z Right of Rescission
Reserve Requirements for Depository Institutions (Reg D)
Right to Financial Privacy Act (RFPA)
Robbery and Bank Security
Servicemember Civil Relief Act
Sexual and Workplace Harassment
Sexual and Workplace Harassment for Managers
Social Media: Managing the Risks
Social Media for Marketers
Telephone Consumer Protection Act (TCPA)
The S.A.F.E. Act - Secure and Fair Enforcement for Mortgage Licensing Act
TILA-RESPA Integrated Disclosures

Truth In Savings Act (Reg DD)

UDAAP for Marketers

Unlawful Internet Gambling Enforcement Act (UIGEA) (Reg GG)

Executive Education

Analyzing Bank Performance

Certificate in Bank Financial Management

Ethical Issues for Bankers

Leveraging the Benefits of a Diverse Workforce

Managing Funding, Liquidity, and Capital

Managing Interest Rate Risk

Managing the Bank's Investment Portfolio

Wharton Emerging Leaders – Strategy

Wharton Emerging Leaders – Engaging and Motivating Talent

Wharton Emerging Leaders – Advanced Leadership

Bank Directors Series

- **Board Oversight: Compliance Management**
- **Board Oversight: Compliance Control Activities**
- **Board Oversight: Preparing for the Compliance Exam**
- **Board Oversight: Post Compliance Exam Activities**
- **Board Oversight: BSA/AML/OFAC**
- **Board Oversight: Insiders and Regulation O**
- **Board Oversight: Fair Lending**
- **Digital Trends: Cybersecurity**
- **Digital Trends: Blockchain**
- **Digital Trends: Payments**

Mortgage Lending

Effective Referrals Suite

Ethical Issues for Bankers

Handling Mortgage Inquiries and Making Referrals

Introduction to Relationship Selling

Legal Foundations in Banking

Mortgage Customer Counseling and Prequalification

The Mortgage Lending Business

Personal Tax Return Analysis

Residential Mortgage Lending

Residential Mortgage Lender Certificate

Real Estate

Real Estate Appraisal

Real Estate Finance

Real Estate Law

Residential Lending (AllRegs)

Appraisal Procedures

Basics of Mortgage Processing

Completing the HUD-1

Determining Your Role in Fraud Prevention

Discovering FHA Programs

Elements of Title Insurance

Essentials of Mortgage Lending

Explaining Loan Modifications

Gathering the Facts on Mortgage Fraud

Mitigating Potential Fraud in Your Organization

Preparing the Closing Disclosure

Preparing the Loan Estimate

Processing and Underwriting Credit

Processing Income and Assets

Reviewing the Appraisal Report

Payment Systems

Payment Systems Emerging Products

Payment Systems Trends

Retail Banking & Marketing

Digital and Social Media Marketing

Marketing in a Digital World

Marketing in a Digital World: Digital Campaigns

- Build Your Campaign
- Find Your Audience
- Search Engine Optimization

Marketing in a Digital World: Social Campaigns

- Leveraging LinkedIn
- The Power of Facebook
- Strategic Twitter

The SOS Habit (New)

General Banking

Bank Solutions Provider Certificate

Bank Teller Certificate

Banking Basics Suite

Bank Marketing: Building Customer Relationships

Bank Payment Systems and Technology

Bank Sales and Service: Expanding Customer Relationships

Banks as a Business

Banks and the Deposit Function

Banks and the Economy

Banks and Personal Wealth Management

Business and International Banking Services

Introduction to Banking

Lending as a Cornerstone of Banking

Safeguarding Bank Assets and the Nation

Safeguarding the Customer and the Bank

Banking Fundamentals

Bank Lines of Business

The Banking Industry

Building Customer Relationships

Branch Manager Certificate

Certificate in General Banking

Community Bank Suite – Foundational Skills

Community Bank Suite – Onboarding Basics

Customer Service Excellence

Customer Service Representative Certificate

Economics for Bankers

Ethical Issues for Bankers

Foundational Certificate in Banking Marketing

Law and Banking: Applications

Law and Banking: Principles

Legal Foundations in Banking

Marketing in Banking

Marketing Management

Marketing Planning

Money and Banking

Principles of Banking

Principles of Banking Accelerated

Robbery and Bank Security

Teller Basics Suite

Understanding Bank Products

Management Skills

Employment Law

Leveraging the Benefits of a Diverse Workforce

Leadership in Action Suite:

Authentic Leadership

Building Collaborative Teams

Communicating Vision

Empowerment

Managing Change

Management

Management Essentials Suite:

Coaching

Community Bank Suite – Management

Corrective Action - Re-Imagined

Effective Meetings

Employee Recognition

Interviewing

Leadership Training

Managing Performance

Managing Change

Managing Employee Performance

Managing Employee Relations

Rewards and Recognition

Sexual and Workplace Harassment for Managers

Supervisor/Team Leader Certificate

Supervision

Supervisory Training

Sales Skills

Coaching to Support the Sales Process

Community Bank Suite - Sales Skills

Effective Referrals Suite

Essential Selling Skills Bundle

Event Networking

Making the Client Call Suite

Overcoming Objections Suite

Referring Insurance and Annuity Clients

Referring Investment Clients

Referring Trust Clients
Relationship Sales Suite
Relationship Sales for Small Business Clients Suite (NEW)
Sales Planning Suite
Selling Fundamentals
Selling in a Social World (Mindset Digital - full curriculum)
Selling in a Social World - Extend Your Reach
Selling in a Social World - Engage Your Audience
Growing Small Business Relationships Suite (NEW)
Successful Sales Campaigns
Tele-consulting
Why Quality Customer Service Matters

Product Knowledge

Consumer Credit Basics
Consumer Credit Products
Consumer Lending
Consumer Loan Process
Fundamentals of Consumer Lending Suite
Fundamentals of Small Business Banking Suite (NEW)
Introduction to Analyzing Financial Statements
Introduction to IRAs
Personal Tax Return Analysis
Small Business Products Suite (NEW)
Small Business Basics
Small Business Borrowing (NEW)
Small Business Operating and Life Cycle
Understanding Bank Products

Workplace Skills

Business Communication
Business English
Business Math
Business Writing
Business Writing for Managers
Communication Basics Suite
Dealing Effectively with Co-workers
Effective Telephone Communication
English

Essentials of Workplace Conduct

General Accounting

Improving Productivity

Management Essentials

Managing Time at Work

Meetings That Work

Online Communication Suite

Meetings That Work

Portuguese

Presentation Skills

Project Management Fundamentals

Sexual and Workplace Harassment

Spanish

Spanish for Financial Services Professionals (Spanish Speakers & Non-Speakers)

Verbal Communication Suite

Written Communication Suite

Microsoft Computer Training – All versions

Microsoft Word

Microsoft Excel

Microsoft PowerPoint

Microsoft Access

Microsoft Project

Microsoft Outlook

Microsoft Windows

Languages for Financial Services Professionals

Portuguese For Financial Services Professionals

Spanish for Financial Services Professionals

English – All levels

Spanish – All levels

Private Banking

Private Banking

- **Introduction**
- **Financial Planning**
- **Investing**
- **Relationship Management**

Wealth Management & Trust

Basic Administrative Duties of a Trustee
CTFA Online Review Course
Guide to Ethics for Trust Professionals Curriculum
Introduction to Trust Products and Services
IRA Online Institute
A Guide to Ethics in Fiduciary and Trust Activities
A Guide to Ethics in Financial Planning
A Guide to Ethics in Investments
A Guide to Ethics in Tax Law and Tax Planning
Account Acceptance and Termination
Asset Allocation and Portfolio Management
Basic Characteristics of a Trust
Bond Selection and Analysis
Discretionary Distributions
Duties and Powers of the Trustee
Economics & Markets
Education Planning Solutions for Minors
Estate and Guardian Administration
Estate Planning to Achieve Client Goals
Estate Planning for Charitable Giving
Estate Planning for IRAs and Qualified Plan Balances
Estate Planning for Marital Deduction
Estate Planning Solutions for the Business Owner
Fiduciary Income Tax
Fiduciary Law
Fundamentals of Alternate Investment Products
Fundamentals of Life Insurance
Generation-Skipping Transfer Tax
Gift Taxation
How Trusts Are Taxed
Income Tax Planning
Introduction to Estate Planning
Introduction to Investment Management
Introduction to IRAs
Introduction to Planning for Retirement Assets
Introduction to Trust Administration
Investment Policy
Investment Products
Managing Life Insurance Policies
Minimizing Fiduciary Risk and Litigation

Planning for Estate Tax
Prudent Portfolio Management
Special Needs Trusts
Stock Selection and Analysis
Types of Insurance
Understanding Transfer Tax

Other Workshops

2-15 Health/Life (annuities/variable contracts) Pre-License
2-20 Conversion Course State ID 9877
2-20 General Lines Agent Online Only Course
Elements of Health Insurance - Uses in Contemporary America
Elements of Life Insurance and It's Uses in Contemp. America
Ethics in the Industry for 3-20 Adjusters
Flood Insurance and the NFIP (2-20, 20-44, 4-40)
Flood Insurance Concepts State ID 98643
Florida - Health Care Today - How We Got Here
Health Insurance CE State ID 96552
Hurricanes and their impact on the insurance industry
Law/Ethics update Bundle for Property and Casualty (5-220)
Life Insurance CE State ID 98400
Personal Finance
Personal Lines Agent Pre-Licensing Course
Post-Retirement Planning for Seniors
Premium Discounts Mitigation Options
Property and Casualty - Commercial Lines State ID 93988
Property and Casualty - Personal Lines State ID 93784
Property and Casualty Insurance CE State ID 98024
Registered Customer Representative 4-40 Designation (RCSR)
Suitability of Annuity and Life Insurance Transactions

Securities Exam Prep Courses

Securities Industry Essentials (SIE)
Series 6
Series 7
Series 9
Series 10
Series 24
Series 63
Series 65 & 66

Certificate Tracks

Business Banking & Commercial Lending Certificates (curriculum)

Certificate in Business and Commercial Lending

Small Business Banker Certificate

CEO and Bank Leadership Certificates (curriculum)

ABA-Wharton Emerging Leaders Certificates

- Strategy
- Engaging and Motivating Talent
- Advanced Emerging Leadership

Certificate in Bank Financial Management

Compliance Certificates (curriculum)

Certificate in BSA and AML Compliance

Certificate in Deposit Compliance

Certificate in Fraud Prevention

Certificate in Lending Compliance

Marketing Certificates (curriculum)

ABA Bank Marketing Certificates

- Foundational Certificate in Bank Marketing
- Advanced Certificate in Bank Marketing
(Bank Marketing School)

Mortgage Lending Certificate (curriculum)

Residential Mortgage Lender Certificate

Retail Banking Certificates (curriculum)

Bank Solutions Provider Certificate

Bank Teller Certificate

Branch Manager Certificate

Certificate in General Banking

Customer Service Representative Certificate

Personal Banker Certificate

Supervisor/Team Leader Certificate

Universal Banker Certificate

Risk Management Certificates (curriculum)

Certificate in Financial and Credit Risk Management

Certificate in Risk Management Frameworks

Certificate in BSA and AML Compliance

Certificate in Fraud Prevention

Certificate in Operational Risk Management

Wealth Management and Trust

Trust Certificates (curriculum)

Certificate in Trust: Foundational

Certificate in Trust: Intermediate

Certificate in Trust: Advanced

Health Savings Account (HSA) Expert Certificate