



DISTANCE LEARNING SCHEDULE SPRING 2022

ONLINE CERTIFICATE PROGRAMS BY JOB ROLE

CFT/ABA certificate programs build the skills necessary for career advancement. Through a prescribed course of study, certificates provide practical, tailored knowledge specific to a job role in the financial services industry. Programs are continually reevaluated and refined to meet current needs and changes in the industry. Each certificate can be purchased individually as a self-paced online curriculum or can be licensed for a group of employees.

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| <u>AGILE PROJECT MANAGEMENT CERTIFICATE (ACE CREDIT) (NEW)</u> |
| <u>ASSET MANAGEMENT CERTIFICATE (NEW)</u> |
| <u>BANK FINANCIAL MANAGEMENT CERTIFICATE</u> |
| <u>BANK SOLUTIONS PROVIDER CERTIFICATE</u> |
| <u>BANK TELLER CERTIFICATE</u> |
| <u>BRANCH MANAGER CERTIFICATE</u> |
| <u>BSA AND AML COMPLIANCE CERTIFICATE</u> |
| <u>BUSINESS AND COMMERCIAL LENDING CERTIFICATE (UPDATED)</u> |
| <u>BUSINESS COMMUNICATION CERTIFICATE (NEW)</u> |
| <u>CORE CONCEPTS FOR FIDUCIARY ADVISORS CERTIFICATE (NEW)</u> |
| <u>COMPUTER SKILLS FOR THE OFFICE CERTIFICATE (NEW)</u> |
| <u>COMPLIANCE OFFICER CERTIFICATE</u> |
| <u>COMPLIANCE OFFICER CERTIFICATE- CREDIT UNION TRACK</u> |
| <u>CREATIVITY AND INNOVATION CERTIFICATE (NEW)</u> |
| <u>CREDIT ANALYSIS CERTIFICATE</u> |
| <u>CUSTOMER SERVICE REPRESENTATIVE CERTIFICATE</u> |
| <u>CYBERSECURITY CERTIFICATE (NEW)</u> |
| <u>DATA ANALYTICS CERTIFICATE (NEW)</u> |
| <u>DEPOSIT COMPLIANCE CERTIFICATE</u> |
| <u>DIGITAL BANKER CERTIFICATE (NEW)</u> |
| <u>EMERGING TECHNOLOGY FOR MANAGERS CERTIFICATE (NEW)</u> |

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| <u>FIDUCIARY PRINCIPLES AND ETHICS CERTIFICATE (NEW)</u> |
| <u>FIDUCIARY RELATIONSHIP MANAGEMENT CERTIFICATE (NEW)</u> |
| <u>FIDUCIARY RISK AND COMPLIANCE CERTIFICATE (NEW)</u> |
| <u>FINANCIAL AND CREDIT RISK MANAGEMENT CERTIFICATE</u> |
| <u>FINANCE ESSENTIALS FOR MANAGERS CERTIFICATE (NEW)</u> |
| <u>FOUNDATIONAL CERTIFICATE IN BANK MARKETING</u> |
| <u>FRAUD PREVENTION CERTIFICATE</u> |
| <u>GENERAL BANKING CERTIFICATE</u> |
| <u>HEALTH SAVINGS ACCOUNT (HSA) EXPERT CERTIFICATE</u> |
| <u>HUMAN RESOURCES ETHICS CERTIFICATE (NEW)</u> |
| <u>INTEGRATED WEALTH PLANNING AND ADVICE CERTIFICATE (NEW)</u> |
| <u>INTRODUCTION TO ACCOUNTING CERTIFICATE</u> |
| <u>INTRODUCTION TO BUSINESS ANALYSIS CERTIFICATE (NEW)</u> |
| <u>INTRODUCTION TO FINANCIAL SERVICES CERTIFICATE- UPDATED</u> |
| <u>INTRODUCTION TO FINANCIAL SERVICES MARKETING CERTIFICATE</u> |
| <u>INTRODUCTION TO FINANCIAL SERVICES OPERATIONS CERTIFICATE</u> |
| <u>INTRODUCTION TO HUMAN RESOURCE MANAGEMENT CERTIFICATE (NEW)</u> |
| <u>INTRODUCTION TO LEADERSHIP CERTIFICATE (NEW)</u> |
| <u>INTRODUCTION TO LENDING CERTIFICATE</u> |
| <u>INTRODUCTION TO SALES AND SERVICE CERTIFICATE</u> |
| <u>LENDING COMPLIANCE CERTIFICATE</u> |

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| <u>ONLINE TRAINING CERTIFICATE (NEW)</u> |
| <u>OPERATIONAL RISK MANAGEMENT CERTIFICATE</u> |
| <u>PERSONAL BANKER CERTIFICATE</u> |
| <u>PROJECT MANAGEMENT FOR INFORMATION TECHNOLOGIES CERTIFICATE (NEW)</u> |
| <u>PROJECT MANAGEMENT FOR TEAMS CERTIFICATE (NEW)</u> |
| <u>PROJECT MANAGEMENT TEAM LEADERSHIP CERTIFICATE (NEW)</u> |
| <u>RESIDENTIAL MORTGAGE LENDER CERTIFICATE</u> |
| <u>RISK MANAGEMENT FRAMEWORKS CERTIFICATE</u> |
| <u>SMALL BUSINESS BANKER CERTIFICATE</u> |
| <u>SUPERVISOR/TEAM LEADER CERTIFICATE</u> |
| <u>THE EFFECTIVE MANAGER'S TOOLBOX CERTIFICATE (NEW)</u> |
| <u>TRUST ADMINISTRATION CERTIFICATE (NEW)</u> |
| <u>UNIVERSAL BANKER CERTIFICATE</u> |
| <u>WEB DESIGN CERTIFICATE (NEW)</u> |
| <u>WHARTON EMERGING LEADERS CERTIFICATE - ADVANCED EMERGING LEADERSHIP</u> |
| <u>WHARTON EMERGING LEADERS CERTIFICATE - ENGAGING AND MOTIVATING TALENT</u> |
| <u>WHARTON EMERGING LEADERS CERTIFICATE - STRATEGY</u> |
| <u>WEALTH MANAGEMENT INTERMEDIATE CERTIFICATE (NEW)</u> |
| <u>WEALTH MANAGEMENT ADVANCE CERTIFICATE (NEW)</u> |
| <u>WEALTH MANAGEMENT FUNDAMENTALS CERTIFICATE (NEW)</u> |

Contact CFT at (305) 237-3051 for more information
www.cffintl.org

INSTRUCTOR-LED ONLINE CLASSES

Save Time and Money with Online Courses

CFT/ABA courses are now more convenient than ever before. All you need is a computer with internet connection and an active e-mail account. That means employees don't have to leave the office or even home to get training, which saves time and travel costs.

Instructor-Led Classes

Students enrolled in CFT online classes enjoy the flexibility of not being required to be online at a specific day or time and the convenience of having an instructor with subject matter expertise only an e-mail away. Programs are taught by experienced and knowledgeable training specialists. Choose from a variety of courses that can boost your career and the quality of your financial services. Instructor-led courses are offered in 5 through 16 weeks formats.

Make a Smart Investment

It's easy to see what a big difference these courses can make to your bank and your bottom line. Yet despite their value, they cost very little.

Textbook/Learning Materials

The textbook cost for 10, 15 and 16-week courses is included in the tuition. The 5-week course learning materials are available online. A fee of **\$27.00** will be added to the invoice for shipping and handling of textbooks. Please be advised that there is a **\$14.00** individual registration fee for all classes.

How Online Courses Work

The course will be facilitated by an instructor who will guide you through each lesson and is available to answer questions and provide feedback on your assignments.

Each week you will receive an assignment over the Internet. The assignment will include:

- Reading a chapter in your textbook (mailed to you prior to the start of your course) or from your online course material.
- Completing a short assignment and either forwarding the assignment electronically to your instructor or posting it on the electronic class Discussion Board.
- Taking a self-check test.

In addition, you will also have assignments where you will collaborate with other students using electronic discussion boards and e-mail.

Examinations

Quizzes and exams are administered electronically and are submitted to the instructor for grading. CFT believes strongly in making every student's online technical experience as easy as possible. We support students by having our own technical team available to students 24 hours a day! The industry standard for online course completion is less than 50%, but thanks to the dedication of CFT students and instructors, better than 95% of CFT students successfully complete their online course. CFT is confident that you will too!

The semester length courses (10, 15 and 16-weeks) have a mid-term examination and a final examination. The 5-week seminars have a final examination only.

Proctored Examination Required

You will need to identify a person from your institution to proctor your exams Monday – Friday,

between 9 a.m. and 5 p.m. Eastern US time, including a Human Resources training manager, supervisor, or someone from the management team of your organization. **Make sure to arrange your proctor well in advance of your exam date.**

If you do not work with an institution, you will need to contact CFT to request they proctor your exam. You will be asked to provide the telephone number of your proctor in case we need to reach that person for verification. A relative or friend cannot proctor an exam. All parties must abide by the policy. **There are no exceptions.**

Withdrawal Policy

A student who must withdraw from a CFT instructor-led on-line course must submit a written cancellation. Students who withdraw 7 days or more before the start date of the class are not subject to a withdrawal fee. Students who withdraw between 6 days before the class begins and 11 days from the start date will be responsible for a withdrawal fee of **\$100-\$150.00** plus book cost (if applicable) unless the book is returned in new condition within 7 days. A student who withdraws after 11 days from the start date will be responsible for the full class tuition.

ABA INSTRUCTOR-LED ONLINE CLASSES

| Course Title | Start Date | End Date | Length | Credits | Price (Member) | Price (Nonmember) |
|---|------------|----------|----------|---------|----------------|-------------------|
| Analyzing Financial Statements (w/Textbook or eBook) | 05/09/22 | 08/26/22 | 16 Weeks | 3 | 550.00 | 675.00 |
| Analyzing Financial Statements (w/Textbook or eBook) | 07/25/22 | 11/11/22 | 16 Weeks | 3 | 550.00 | 675.00 |
| Analyzing Financial Statements (w/Textbook or eBook) | 12/05/22 | 03/31/23 | 16 Weeks | 3 | 550.00 | 675.00 |
| Banking Fundamentals Curriculum | | | 12 Weeks | 3 | 595.00 | 795.00 |
| <i>All 3 courses below offered together at a discount</i> | | | | | | |
| The Banking Industry | 01/03/22 | 01/28/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| The Banking Industry | 04/04/22 | 04/29/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| The Banking Industry | 07/05/22 | 07/29/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| The Banking Industry | 09/06/22 | 09/30/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Bank Lines of Business | 01/24/22 | 02/18/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Bank Lines of Business | 03/07/22 | 04/01/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Bank Lines of Business | 06/06/22 | 07/01/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Bank Lines of Business | 10/10/22 | 11/04/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Building Customer Relationships | 01/31/22 | 02/25/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Building Customer Relationships | 05/02/22 | 05/27/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Building Customer Relationships | 08/01/22 | 08/26/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Building Customer Relationships | 11/28/22 | 12/23/22 | 4 Weeks | 1 | 215.00 | 285.00 |
| Commercial Lending (w/Textbook or eBook) | 02/07/22 | 05/27/22 | 12 Weeks | 3 | 550.00 | 675.00 |
| Commercial Lending (w/Textbook or eBook) | 06/13/22 | 09/02/22 | 12 Weeks | 3 | 550.00 | 675.00 |
| Commercial Lending (w/Textbook or eBook) | 10/17/22 | 01/20/23 | 12 Weeks | 3 | 550.00 | 675.00 |
| Consumer Lending (w/Textbook or eBook) | 03/07/22 | 06/24/22 | 16 Weeks | 3 | 500.00 | 650.00 |
| Consumer Lending (w/Textbook or eBook) | 07/05/22 | 10/21/22 | 16 Weeks | 3 | 500.00 | 650.00 |
| Consumer Lending (w/Textbook or eBook) | 10/31/22 | 03/03/23 | 16 Weeks | 3 | 500.00 | 650.00 |

ABA INSTRUCTOR-LED ONLINE CLASSES

| Course Title | Start Date | End Date | Length | Credits | Price (Member) | Price (Nonmember) | |
|--|-------------------------------------|----------|----------|----------|----------------|-------------------|----------|
| General Accounting (w/Textbook - Printed) | 03/14/22 | 07/01/22 | 16 Weeks | 3 | 600.00 | 725.00 | |
| General Accounting (w/Textbook - Printed) | 07/18/22 | 11/04/22 | 16 Weeks | 3 | 600.00 | 725.00 | |
| General Accounting (w/Textbook - Printed) | 11/07/22 | 03/10/23 | 16 Weeks | 3 | 600.00 | 725.00 | |
| Introduction to Agricultural Lending | 01/18/22 | 03/11/22 | 8 Weeks | 3 | 475.00 | 575.00 | |
| Introduction to Agricultural Lending | 07/11/22 | 09/02/22 | 8 Weeks | 3 | 475.00 | 575.00 | |
| Introduction to Agricultural Lending | 09/26/22 | 11/18/22 | 8 Weeks | 3 | 475.00 | 575.00 | |
| Introduction to Mortgage Lending | 01/10/22 | 03/18/22 | 10 Weeks | 3 | 550.00 | 700.00 | |
| Introduction to Mortgage Lending | 06/13/22 | 08/19/22 | 10 Weeks | 3 | 550.00 | 700.00 | |
| IRA Online Institute | 02/21/22 | 05/15/22 | 12 Weeks | 36.75 | 1,695.00 | 1,895.00 | |
| IRA Online Institute | 09/05/22 | 11/27/22 | 12 Weeks | 36.75 | 1,695.00 | 1,895.00 | |
| Legal Foundations in Banking | 03/21/22 | 06/03/22 | 10 Weeks | 3 | 675.00 | 830.00 | |
| Legal Foundations in Banking | 09/12/22 | 11/11/22 | 10 Weeks | 3 | 675.00 | 830.00 | |
| Marketing in Banking | 01/10/22 | 02/04/22 | 4 Weeks | 1 | 300.00 | 375.00 | |
| Marketing in Banking | 05/31/22 | 06/24/22 | 4 Weeks | 1 | 300.00 | 375.00 | |
| Marketing Management | 03/21/22 | 04/15/22 | 4 Weeks | 3 | 300.00 | 375.00 | |
| Marketing Management | 10/24/22 | 11/18/22 | 4 Weeks | 3 | 300.00 | 375.00 | |
| Marketing Planning | 02/14/22 | 03/11/22 | 4 Weeks | 1 | 300.00 | 375.00 | |
| Marketing Planning | 08/15/22 | 09/09/22 | 4 Weeks | 1 | 300.00 | 375.00 | |
| Money and Banking (w/Textbook) | 01/31/22 | 05/20/22 | 16 Weeks | 3 | 510.00 | 656.00 | |
| Money and Banking (w/Textbook) | 06/27/22 | 10/14/22 | 16 Weeks | 3 | 510.00 | 656.00 | |
| Money and Banking (w/Textbook) | 10/31/22 | 03/03/23 | 16 Weeks | 3 | 510.00 | 656.00 | |
| ABA EXECUTIVE PROGRAMS | | | | | | | |
| CRCM Exam Online Prep (w/Textbook or eBook) | <i>Now available in self-paced.</i> | | | 3 | 1,245.00 | 1,540.00 | |
| CTFA Exam Online Prep (w/Textbook or eBook) | | | | 12 Weeks | 3 | 1,570.00 | 1,920.00 |
| Certificate in Bank Financial Management (Full Curriculum at a discount) All 4 courses below must be completed | | | | | 2195.00 | 2895.00 | |
| Analyzing Bank Performance (w/Textbook) | 01/24/22 | 03/11/22 | 7 Weeks | 3 | 875.00 | 1,125.00 | |
| Analyzing Bank Performance (w/Textbook) | 05/16/22 | 07/01/22 | 7 Weeks | 3 | 875.00 | 1,125.00 | |
| Analyzing Bank Performance (w/Textbook) | 09/12/22 | 10/28/22 | 7 Weeks | 3 | 875.00 | 1,125.00 | |
| Managing Funding, Liquidity, and Capital | 01/24/22 | 02/25/22 | 5 Weeks | 1 | 875.00 | 1,125.00 | |
| Managing Funding, Liquidity, and Capital | 06/06/22 | 07/08/22 | 5 Weeks | 1 | 875.00 | 1,125.00 | |
| Managing Interest Rate Risk | 04/11/22 | 06/03/22 | 8 Weeks | 3 | 875.00 | 1,125.00 | |
| Managing Interest Rate Risk | 10/31/22 | 01/06/23 | 8 Weeks | 3 | 875.00 | 1,125.00 | |
| Managing the Bank's Investment Portfolio | 03/21/22 | 04/22/22 | 5 Weeks | 1 | 875.00 | 1,125.00 | |
| Managing the Bank's Investment Portfolio | 08/01/22 | 09/02/22 | 5 Weeks | 1 | 875.00 | 1,125.00 | |



INSTRUCTOR-LED ONLINE CLASSES

| Course Title | Start Date | End Date | Length | Credits | Price (Member) | Price (Nonmember) |
|--------------------------------|------------|----------|----------|---------|----------------|-------------------|
| Accounting | 01/03/22 | 03/21/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Accounting | 02/21/22 | 05/09/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Accounting | 04/11/22 | 06/27/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Accounting | 05/30/22 | 08/15/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Analyzing Financial Statements | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Analyzing Financial Statements | 02/21/22 | 05/09/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Analyzing Financial Statements | 04/04/22 | 06/20/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Business Communication | 01/03/22 | 03/21/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Business Communication | 03/07/22 | 05/23/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Business Communication | 05/09/22 | 07/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |



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| Business Math | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Business Math | 02/14/22 | 05/02/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Business Math | 03/28/22 | 06/13/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Business Math | 05/09/22 | 07/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Commercial Lending | 01/31/22 | 04/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Commercial Lending | 03/28/22 | 06/13/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Commercial Lending | 05/16/22 | 08/01/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Consumer Lending | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Consumer Lending | 02/14/22 | 05/02/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Consumer Lending | 04/04/22 | 06/20/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Consumer Lending | 05/09/22 | 07/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Customer Service Excellence | 01/10/22 | 03/28/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Customer Service Excellence | 02/28/22 | 05/16/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Customer Service Excellence | 04/18/22 | 07/04/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Deposit Accounts and Services | 02/07/22 | 04/25/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Deposit Accounts and Services | 04/25/22 | 07/11/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Economics | 01/31/22 | 04/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Economics | 03/07/22 | 05/23/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Economics | 05/02/22 | 07/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Financial Accounting | 01/17/22 | 04/04/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Financial Accounting | 03/28/22 | 06/13/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Human Relations | 01/17/22 | 04/04/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Human Relations | 03/07/22 | 05/23/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Human Relations | 05/16/22 | 08/01/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Human Resource Management | 02/07/22 | 04/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Human Resource Management | 04/04/22 | 06/20/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Law and Banking: Applications | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Law and Banking: Applications | 02/28/22 | 05/16/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Law and Banking: Applications | 04/18/22 | 07/04/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Law and Banking: Principles | 01/24/22 | 04/11/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Law and Banking: Principles | 03/07/22 | 05/23/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Law and Banking: Principles | 05/02/22 | 07/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Leading Your People to Success | 03/07/22 | 05/23/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Leading Your People to Success | 03/21/22 | 06/06/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Management | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Management | 03/28/22 | 06/13/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Marketing | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Marketing | 01/31/22 | 04/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Marketing | 04/11/22 | 06/27/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Marketing | 05/30/22 | 08/15/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Money and Banking | 01/03/22 | 03/21/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Money and Banking | 02/14/22 | 05/02/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Money and Banking | 04/04/22 | 06/20/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Organizational Behavior | 01/24/22 | 04/11/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Organizational Behavior | 04/11/22 | 06/27/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 01/24/22 | 04/11/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 02/02/22 | 04/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 02/28/22 | 05/16/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 03/21/22 | 06/06/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 04/11/22 | 06/27/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 05/02/22 | 07/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Principles of Banking | 05/23/22 | 08/08/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Real Estate Appraisal | 01/31/22 | 04/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Real Estate Finance | 01/31/22 | 04/18/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Real Estate Finance | 05/30/22 | 08/15/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Real Estate Law | 02/07/22 | 04/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Residential Mortgage Lending | 01/17/22 | 04/04/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Residential Mortgage Lending | 03/07/22 | 05/23/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Residential Mortgage Lending | 04/25/22 | 07/11/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Selling Fundamentals | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Selling Fundamentals | 03/14/22 | 05/30/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Selling Fundamentals | 05/09/22 | 07/25/22 | 12 Weeks | 3 | 725.00 | 825.00 |



INSTRUCTOR-LED ONLINE CLASSES

| Course Title | Start Date | End Date | Length | Credits | Price (Member) | Price (Nonmember) |
|------------------------|------------|----------|----------|---------|----------------|-------------------|
| Statistics | 02/14/22 | 05/02/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Supervision | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Supervision | 02/21/22 | 05/09/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Supervision | 04/25/22 | 07/11/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| Teller Operations | 01/03/22 | 03/21/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Teller Operations | 03/07/22 | 05/23/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| Teller Operations | 05/30/22 | 08/15/22 | 12 Weeks | 2 | 655.00 | 755.00 |
| The Future of Business | 01/10/22 | 03/28/22 | 12 Weeks | 3 | 725.00 | 825.00 |
| The Future of Business | 05/16/22 | 08/01/22 | 12 Weeks | 3 | 725.00 | 825.00 |

CFT/MIAMI DADE COLLEGE MICROCOMPUTER ACADEMY

| MICROSOFT OFFICE 2016 | | |
|---|---------|------------------|
| Introduction to Microsoft Word 2016 | 6 Weeks | Prices may vary. |
| Intermediate to Microsoft Word 2016 | 6 Weeks | Prices may vary. |
| Advanced Microsoft Word 2016 | 6 Weeks | Prices may vary. |
| Introduction to Microsoft Excel 2016 | 6 Weeks | Prices may vary. |
| Intermediate Microsoft Excel 2016 | 6 Weeks | Prices may vary. |
| Advanced Microsoft Excel 2016 | 6 Weeks | Prices may vary. |
| Introduction to Microsoft PowerPoint 2016 | 6 Weeks | Prices may vary. |
| Intermediate Microsoft PowerPoint 2016 | 6 Weeks | Prices may vary. |
| Advanced Microsoft PowerPoint 2016 | 6 Weeks | Prices may vary. |

Center For Financial Training- International (CFT) – Educating the financial services industry since 1901!

CFT provides high-quality education and training for employees of the financial services industry, its future work force and other members of the business community.

CFT offers live and distance learning programs in both academic and seminar formats, as well as customized training and consulting. Our programs and services include essential education in all aspects of banking, financial services, securities & insurance licensing, professional development and software training.

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ABA eLEARNING SELF PACED ONLINE COURSES

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| BUSINESS BANKING & COMMERCIAL LENDING | | | | | |
|---|---------------|-------------------|-------------|---------------------------|--|
| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
| GENERAL | | | | | |
| ABA Certificate in Business and Commercial Lending (UPDATED) | \$1295 | \$1595 | 33 | 2.00 | 42.0 CLBB, 3.75 CERP |
| ABA Small Business Banker Certificate Curriculum | \$495 | \$695 | 11 | 0.50 | 1.5 CFMP, 3.75 CSOP, 11 CTFA, 12 CLBB |
| Analyzing Business Financial Statements and Tax Returns Suite | \$275 | \$375 | 7 | 0.50 | 8.75 CLBB |
| Analyzing Personal Financial Statements and Tax Returns Suite | \$275 | \$375 | 6 | 0.50 | 7.25 CLBB |
| Effective Commercial Loan Write-ups | \$135 | \$185 | 0.40 | | 1.0 CLBB |
| Fundamentals of Small Business Banking Suite | \$95 | \$130 | 0.45 | 0.00 | N/A |
| Introduction to Analyzing Financial Statements | \$95 | \$130 | 3.15 | 0.00 | 3.75 CLBB, CSOP, CTFA (FP) |
| Loan Structuring, Documentation, Pricing and Problem Loans (w/ Textbook) | \$275 | \$375 | 7.30 | 0.50 | 9.0 CLBB |
| Qualitative Analysis and Determining a Credit Risk Rating Suite | \$275 | \$375 | 6 | 0.50 | 8.0 CLBB; 3.75 CERP |
| Relationship Sales for Small Business Clients Suite | \$135 | \$180 | 0.25 | 0.00 | 0.5 CLBB, CFMP |
| Small Business Basics | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Small Business Borrowing Suite | \$95 | \$130 | 0.21 | 0.00 | N/A |
| Small Business Operating and Life Cycle | \$55 | \$75 | 0.25 | 0.00 | N/A |
| Small Business Products Suite | \$95 | \$130 | 0.20 | 0.00 | 0.5 CFMP |
| Treasury Management | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Understanding Business Borrowers (w/ Textbook) | \$275 | \$375 | 6.30 | 0.50 | 8.0 CLBB |
| THE COMMERCIAL REAL ESTATE LENDING DECISION PROCESS (RMA) (ALL SERIES) | | | | | |
| Commercial Real Estate Lending Decision Process Full Curriculum | \$749 | \$1,359 | 19 | 1 | 23.75 CLBB |
| Commercial Real Estate Lending Decision Process Core Curriculum | \$699 | \$1,259 | 14 | 0.25 | 17.5 CLBB |
| Commercial Real Estate Lending Decision Process Underwriting Bundle | \$299 | \$539 | 4.15 | 0.00 | 5.25 CLBB |
| Appraisals | \$199 | \$349 | 2.30 | 0.00 | 3 CLBB |
| Construction Lending | \$249 | \$449 | 3 | 0.00 | 3.75 CLBB |
| CRE Lending Overview | \$75 | \$135 | 0.30 | 0.25 | 0.75 CLBB |
| Drivers of Performance | \$75 | \$135 | 0.30 | 0.50 | 0.75 CLBB |
| Due Diligence and Documentation | \$125 | \$225 | 1 | 0.00 | 1.25 CLBB |
| Environmental Assessments | \$125 | \$225 | 1 | 0.00 | 1.25 CLBB |
| Homebuilder Lending | \$199 | \$349 | 2 | 0.00 | 2.5 CLBB |
| Leases | \$125 | \$225 | 1.15 | 0.00 | 1.5 CLBB |
| Loan Structures | \$125 | \$225 | 1 | 0.00 | 1.25 CLBB |
| Risk Areas | \$199 | \$349 | 2 | 0.00 | 2.5 CLBB |
| Underwriting- Basics | \$199 | \$349 | 2 | 0.00 | 2.5 CLBB |
| Underwriting- Different Types of Commercial Properties | \$125 | \$225 | 1.15 | 0.00 | 1.5 CLBB |
| Underwriting- Example Calculations | \$125 | \$225 | 1 | 0.00 | 1.25 CLBB |

ABA eLEARNING SELF PACED ONLINE COURSES

| BUSINESS BANKING & COMMERCIAL LENDING | | | | | |
|---|----------------|----------------|--------------|--------------------|---|
| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
| THE LENDING DECISION PROCESS SERIES (RMA) | | | | | |
| RMA Lending Decision Process Curriculum (ALL SERIES) | \$720 | \$1,440 | 35-50 | 2 - 3 | 49.75 CLBB |
| Series 1: Industry, Management, and Economic Influences | \$100 | \$200 | 4 | 0.25 | 5.0 CLBB |
| Series 2: Interpreting Quality of Financial Reports and Accounts | \$100 | \$200 | 5 | 0.50 | 6.0 CLBB |
| Series 3: Analyzing the Company's Financial Performance and Financial Condition | \$200 | \$400 | 12 | 0.50 | 14.50 CLBB |
| Series 4: The Cash Cycle, Seasonality, and Discovering Borrowing Causes and Repayment Sources | \$150 | \$300 | 8 | 0.50 | 9.75 CLBB |
| Series 5: Analyzing Cash Flow Statements to Measure Long-Term Repayment Ability | \$150 | \$300 | 6 | 0.50 | 7.25 CLBB |
| Series 6: Using Financial Projections to Fine Tune the Credit Analysis | \$150 | \$300 | 6 | 0.50 | 7.25 CLBB |
| COMPLIANCE & RISK MANAGEMENT | | | | | |
| ONLINE TRAINING FOR COMPLIANCE PROFESSIONALS | | | | | |
| ABA Certificate in Deposit Compliance | \$1,595 | \$2,095 | 12 | 0.50 | 15.75 CRCM, 4.75 CAFF, 2.5 CFSSP, 1.5 CSOP, 1 CCTS |
| ABA Certificate in Lending Compliance | \$2,195 | \$2,695 | 28 | 1 | 34.0 CRCM, 5.25 CLBB |
| ABA Certificate in Financial and Credit Risk Management | \$1,295 | \$1,795 | 5.15 | 0.00 | 7.0 CERP |
| Anatomy of a Regulation for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM |
| BSA/USA Patriot Act for Compliance Professionals | \$275 | \$375 | 1 | 0.00 | 1.25 CRCM, CAFF |
| Community Reinvestment Act, Community Bank (CRA) for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM, CLBB |
| Community Reinvestment Act, Large Bank (CRA) for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM, CLBB |
| CRCM Exam Online Prep | \$895 | \$1,045 | N/A | N/A | N/A |
| Credit Card Regulations for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM |
| Digital Compliance for Compliance Professionals | \$275 | \$375 | 0.40 | 0.00 | 1.0 CRCM |
| Electronic Funds Transfer Act for Compliance Professionals | \$275 | \$375 | 1.10 | 0.00 | 1.5 CRCM, CFSSP, CAFF |
| Elements of a Compliance Program for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM |
| Equal Credit Opportunity Act (ECOA) for Compliance Professionals | \$275 | \$375 | 2.30 | 0.20 | 3.0 CRCM |
| Expedited Funds Availability (Reg CC) for Compliance Professionals | \$275 | \$375 | 0.40 | 0.00 | 1.0 CRCM, CAFF |
| Fair Credit Reporting Act (FCRA) for Compliance Professionals | \$275 | \$375 | 2.30 | 0.25 | 3.0 CRCM |
| Federal Flood Insurance Regulations for Compliance Professionals | \$275 | \$375 | 1.0 | 0.00 | 1.25 CERP, CRCM |
| Good Faith Estimate and HUD-1 for Compliance Professionals | \$95 | \$130 | 0.20 | 0.00 | 0.5 CRCM |
| Home Mortgage Disclosure Act (HMDA) for Compliance Professionals | \$275 | \$375 | 2 | 0.25 | 2.5 CRCM |
| Loans to Insiders (Reg O) for Compliance Professionals | \$275 | \$375 | 2 | 0.00 | 1.25 CRCM, CLBB |
| Office of Foreign Assets Control (OFAC) for Compliance Professionals | \$275 | \$375 | 0.45 | 0.00 | 1.0 CRCM, CSOP, CCTS, CFSSP, CAFF |
| Privacy/Information Sharing for Compliance Professionals | \$275 | \$375 | 1.30 | 0.00 | 2.0 CRCM |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|--|---------|------------|------|--------------------|---|
| Expedited Funds Availability (Reg CC) for Compliance Professionals | \$275 | \$375 | 0.40 | 0.00 | 1.0 CRCM, CAFP |
| Fair Credit Reporting Act (FCRA) for Compliance Professionals | \$275 | \$375 | 2.30 | 0.25 | 3.0 CRCM |
| Federal Flood Insurance Regulations for Compliance Professionals | \$275 | \$375 | 1.0 | 0.00 | 1.25 CERP, CRCM |
| Good Faith Estimate and HUD-1 for Compliance Professionals | \$95 | \$130 | 0.20 | 0.00 | 0.5 CRCM |
| Home Mortgage Disclosure Act (HMDA) for Compliance Professionals | \$275 | \$375 | 2 | 0.25 | 2.5 CRCM |
| Loans to Insiders (Reg O) for Compliance Professionals | \$275 | \$375 | 2 | 0.00 | 1.25 CRCM, CLBB |
| Office of Foreign Assets Control (OFAC) for Compliance Professionals | \$275 | \$375 | 0.45 | 0.00 | 1.0 CRCM, CSOP, CCTS, CFSSP, CAFP |
| Privacy/Information Sharing for Compliance Professionals | \$275 | \$375 | 1.30 | 0.00 | 2.0 CRCM |
| Real Estate Settlement Procedures Act (RESPA) for Compliance Professionals | \$275 | \$375 | 2 | 0.25 | 2.5 CRCM |
| Reg Z Ability to Repay (ATR) and Qualified Mortgage (QM) for Compliance Professionals | \$275 | \$375 | 0.30 | 0.00 | 0.75 CRCM |
| Reg Z Closed-End Credit for Compliance Professionals | \$275 | \$375 | 2.30 | 0.25 | 3.0 CRCM |
| Reg Z Open-End Credit for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM |
| Reserve Requirement for Depository Institutions Act (Reg D) for Compliance Professionals | \$275 | \$375 | 0.20 | 0.00 | 0.5 CRCM, CSOP |
| Servicemembers Civil Relief Act (SCRA) for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.0 CRCM |
| Truth-in-Savings Act (Reg DD) for Compliance Professionals | \$275 | \$375 | 1 | 0.00 | 1.25 CRCM |
| Unfair, Deceptive, or Abusive Acts or Practices (UDAAP) for Compliance Professionals | \$275 | \$375 | 1.40 | 0.00 | 2.25 CRCM |
| RISK MANAGEMENT | | | | | |
| ABA Certificate in BSA and AML Compliance | \$1,595 | \$2,095 | 7 | 0.50 | 8.5 CAFP; 8.75 CRCM; 7.75 CFSSP; 3.25 CTFA (FID); 2.0 CCTS; 1.25 CSOP |
| ABA Certificate in Fraud Prevention | \$795 | \$1,095 | 5.30 | 0.50 | 6.75 CAFP; CFSSP; 2.0 CRCM |
| ABA Certificate in Financial and Credit Risk Management | \$1,295 | \$1,795 | 5.15 | 0.50 | 7.0 CERP |
| Certificate in Operational Risk Management | \$1,595 | \$2,095 | 9.55 | 0.50 | 9.25 CAFP; 12.75 CERP; 11.5 CRCM; 9.75 CSOP ; 5.5 CFSSP |
| CAFP Exam Online Prep | \$895 | \$1,045 | NA | 0.00 | NA |
| CERP Exam Online Prep | \$895 | \$1,045 | NA | 0.00 | NA |
| Credit Risk Management: Commercial and Agricultural Lending | \$275 | \$375 | 0.45 | 0.00 | 1.0 CERP |
| Credit Risk Management: Managing, Monitoring, and Measuring | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| Credit Risk Management: Other Sources of Credit Risk | \$275 | \$375 | 0.45 | 0.00 | 1.0 CERP |
| Credit Risk Management: Retail Lending | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| Cyber-security Management | \$275 | \$375 | 1 | 0.00 | 1.25 CAFP, CFSSP, CRCM, CSOP |
| Elements of an Operational Risk Management Program | \$275 | \$375 | 1 | 0.00 | 1.0 CAFP; 1.0 CRCM; 1.0 CSOP |
| Financial Risk Management: Interest Rate Risk | \$275 | \$375 | 0.50 | 0.00 | 1.0 CERP |
| Financial Risk Management: Liquidity Risk | \$275 | \$375 | 0.45 | 0.00 | 1.0 CERP |
| Fraud and Criminal Threats | \$275 | \$375 | 1 | 0.00 | 1.00 CAFP, 1.0 CFSSP, 1.0 CRCM |
| Incident Management and Resilience | \$275 | \$375 | 1 | 0.00 | 1.25 CFSSP, 1.25 CSOP |
| Introduction to Credit Risk Management | \$275 | \$375 | 0.45 | 0.00 | 1.0 CERP |
| Operational Risk Model Management | \$275 | \$375 | 1 | 0.00 | 1.5 CAFP; 1.5 CRCM; 1.5 CSOP |
| Oversight and Management of Operational Risk | \$275 | \$375 | 1 | 0.00 | 1.25 CAFP, 1.25 CRCM, 1.25 CSOP |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|----------------|----------------|-------------|--------------------|-----------------------------------|
| Physical Security | \$275 | \$375 | 1 | 0.00 | 1.0 CRCM,1.0 CFSSP |
| Regulatory Exam Management | \$275 | \$375 | 1 | 0.00 | 1.0 CAFP,1.0 CRCM |
| Risk and Control Self-Assessment (RCSA) | \$275 | \$375 | 1 | 0.00 | 1.25 CRCM,1.25 CSOP |
| Vendor Risk Management | \$275 | \$375 | 1 | 0.00 | 1.25 CAFP, CRCM, CSOP |
| RISK MANAGEMENT FRAMEWORKS | | | | | |
| ABA Certificate in Risk Management Frameworks | \$1,395 | \$1,895 | 8.00 | 0.50 | 9.75 CERP |
| Board and Senior Management Oversight | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| Enterprise Risk Management Reporting | \$275 | \$375 | 0.75 | 0.00 | 1.5 CERP |
| Introduction to Enterprise Risk Management | \$275 | \$375 | 0.45 | 0.00 | 1.0 CERP |
| Risk Identification | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| Risk Management Control Framework | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| Risk Measurement and Evaluation | \$275 | \$375 | 0.50 | 0.00 | 1.0 CERP |
| Physical Security | \$275 | \$375 | 1 | 0.00 | 1.0 CRCM,1.0 CFSSP |
| Regulatory Exam Management | \$275 | \$375 | 1 | 0.00 | 1.0 CAFP,1.0 CRCM |
| Risk and Control Self-Assessment (RCSA) | \$275 | \$375 | 1 | 0.00 | 1.25 CRCM,1.25 CSOP |
| Vendor Risk Management | \$275 | \$375 | 1 | 0.00 | 1.25 CAFP, CRCM, CSOP |
| Risk Mitigation | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| Risk Monitoring | \$275 | \$375 | 1.00 | 0.00 | 1.25 CERP |
| Risk Policies, Procedures, and Limits | \$275 | \$375 | 0.40 | 0.00 | 1.0 CERP |
| FRONTLINE COMPLIANCE TRAINING | | | | | |
| Bank Director Series | \$695 | \$995 | 0.90 | 0.00 | N/A |
| Beyond the Welcome: New Director Onboarding | N/A | \$75 | 0.09 | 0.00 | N/A |
| Board Oversight: BSA/AML/OFAC | N/A | \$75 | 0.04 | 0.00 | N/A |
| Board Oversight: Compliance Management | N/A | \$75 | 0.04 | 0.00 | N/A |
| Board Oversight: Compliance Control Activities | N/A | \$75 | 0.04 | 0.00 | N/A |
| Board Oversight: Effective Compliance Management System (CMS) | N/A | \$75 | 0.05 | 0.00 | N/A |
| Board Oversight: Fair Lending | N/A | \$75 | 0.05 | 0.00 | N/A |
| Board Oversight: Insiders and Regulation O | N/A | \$75 | 0.07 | 0.00 | N/A |
| Board Oversight: Preparing for the Compliance Exam | N/A | \$75 | 0.04 | 0.00 | N/A |
| Board Oversight: Post Compliance Exam Activities | N/A | \$75 | 0.05 | 0.00 | N/A |
| Digital Trends: Cybersecurity | N/A | \$75 | 0.04 | 0.00 | N/A |
| Digital Trends: Blockchain | N/A | \$75 | 0.05 | 0.00 | N/A |
| Digital Trends: Payments | N/A | \$75 | 0.05 | 0.00 | N/A |
| Diversifying the Board: Strategies ad Best Practices | N/A | \$75 | 0.11 | 0.00 | N/A |
| Encouraging Women to Accept the Ask | N/A | \$75 | 0.11 | 0.00 | N/A |
| What Do Bank Boards Do? | N/A | \$75 | 0.07 | 0.00 | N/A |
| Active Aggressor for Employees | \$55 | \$75 | 0.35 | 0.00 | 0.75 CFSSP |
| Active Aggressor for Managers | \$95 | \$130 | 0.40 | 0.00 | 1 CFSSP |
| ADA Accessibility | \$55 | \$75 | 0.30 | 0.00 | 1.0 CRCM |
| ADA Interacting with People Who Have Disabilities | \$55 | \$75 | 0.30 | 0.00 | 0.75 CRCM |
| ADA Overview and Employment | \$95 | \$130 | 0.45 | 0.00 | 1.0 CRCM |
| Advertising: CAN-SPAM Act | \$55 | \$75 | 0.30 | 0.00 | 0.75 CRCM, CFMP |
| Advertising: Overview for Marketers | \$95 | \$130 | 0.40 | 0.00 | 1 CFMP |
| Appraisals: FIRREA and Interagency Guidelines | \$95 | \$130 | 0.50 | 0.00 | 1.0 CLBB, CRCM |
| Appraisals: Reg Z Requirements | \$55 | \$75 | 0.25 | 0.00 | 0.5 CLBB, CRCM |
| Bank Bribery Act | \$55 | \$75 | 0.20 | 0.00 | 0.5 CFSSP |
| Bank Protection Act | \$35 | \$55 | 0.15 | 0.00 | N/A |
| Banking Law and Referrals | \$95 | \$130 | 0.40 | 0.00 | 1.0 CCTS,CRCM,CRSP,CSOP,CTFA(FID) |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|--------|------------|------|-----------------------|---|
| Best Practices for Managing Remote Employees | \$35 | \$55 | 0.15 | 0.00 | N/A |
| BSA/AML: Beneficial Ownership and Customer Due Diligence | \$55 | \$75 | 0.30 | 0.00 | 0.75 CAFP, CRCM |
| BSA/AML: CIP Advanced | \$55 | \$75 | 0.30 | 0.00 | 0.75 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID), CAFP |
| BSA/AML: CIP Basics | \$55 | \$75 | 0.40 | 0.00 | 0.75 CFSSP, CRCM, CAFP |
| BSA/AML: Communicating with Customers about CTRs | \$55 | \$75 | 0.20 | 0.00 | 0.5 CFSSP, CRCM, CAFP |
| BSA/AML: Completing the CTR | \$95 | \$130 | 0.45 | 0.00 | 1.0 CFSSP, CRCM, CAFP |
| BSA/AML: Complying with the BSA | \$55 | \$75 | 0.20 | 0.00 | 0.5 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID), |
| BSA/AML: Exempting Customers from CTR Reporting | \$55 | \$75 | 0.25 | 0.00 | 0.5 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID), |
| BSA/AML: Overview | \$55 | \$75 | 0.15 | 0.00 | 0.25 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID), |
| BSA/AML: Recordkeeping – Wires, Money Order, and other Challenges | \$55 | \$75 | 0.20 | 0.00 | 0.5 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID) |
| BSA/AML: Reporting | \$55 | \$75 | 0.20 | 0.00 | 0.5 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID), |
| BSA/AML: Risk Assessment and Customer Due Diligence | \$55 | \$75 | 0.15 | 0.00 | 0.25 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID), CFAP |
| BSA/AML: SAR Filing | \$95 | \$130 | 0.40 | 0.00 | 1.0 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID) CFAP |
| BSA/AML: USA PATRIOT ACT | \$55 | \$75 | 0.20 | 0.00 | 0.5 CCTS, CFSSP, CLBB, CRCM, CSOP, CFTA(FID) CFAP |
| Community Reinvestment Act (Reg BB) | \$55 | \$75 | 0.30 | 0.00 | 0.5 CLBB |
| Cybersecurity Fundamentals | \$55 | \$75 | 0.30 | 0.00 | 0.75 CFSSP, CRCM, CSOP |
| E-Sign Compliance | \$55 | \$75 | 0.35 | 0.00 | 0.75 CRCM |
| Elder Financial Exploitation | \$55 | \$75 | 0.25 | 0.00 | 0.5 CRCM, CFTA (FP) |
| EOCA and Regulation B: Overview | \$55 | \$75 | 0.35 | 0.00 | 0.75 CLBB, CRCM |
| Extending Credit to Bank Insiders (Reg O) | \$35 | \$55 | 0.15 | 0.00 | 0.5 CLBB, CRCM |
| FCRA: Adverse Action | \$55 | \$75 | 0.20 | 0.00 | 0.5 CRCM |
| FCRA: Affiliate/Third Party Information Sharing | \$35 | \$55 | 0.15 | 0.00 | 0.5 CRCM |
| FCRA: Duties of Furnishers | \$35 | \$55 | 0.15 | 0.00 | 0.5 CRCM |
| FCRA: Introduction and Overview | \$35 | \$55 | 0.15 | 0.00 | 0.5 CRCM |
| FCRA: Medical Information Sharing | \$35 | \$55 | 0.15 | 0.00 | N/A |
| FCRA: Notice to Consumers (Risk-Based Pricing) | \$55 | \$75 | 0.20 | 0.00 | 0.5 CRCM |
| FCRA: Permissible Purpose | \$55 | \$75 | 0.20 | 0.00 | 0.5 CRCM |
| FCRA: Prescreened Offers of Credit | \$35 | \$55 | 0.15 | 0.00 | 0.5 CRCM |
| FCRA: Use of Consumer Reports in Employment | \$35 | \$55 | 0.15 | 0.00 | N/A |
| Fair Debt Collection Practices Act | \$95 | \$130 | 0.20 | 0.00 | 0.5 CRCM |
| Fair Housing Act | \$55 | \$75 | 0.25 | 0.00 | N/A |
| Fair Lending | \$95 | \$130 | 1.10 | 0.00 | 1.5 CLBB |
| Fair Lending for Marketers | \$35 | \$55 | 0.15 | 0.00 | 0.25 CFMP |
| FDIC Insurance Coverage | \$95 | \$130 | 0.50 | 0.00 | 1.0 CRCM, CSOP |
| FDIC for Marketers | \$35 | \$55 | 0.15 | 0.00 | 0.25 CFMP |
| Flood Disaster Protection Act | \$35 | \$55 | 0.25 | 0.00 | 0.5 CLBB |
| Fraud Recognition and Prevention | \$95 | \$130 | 0.50 | 0.00 | 1.0 CRCM, CAFP, CFSSP |
| Good Faith Estimate and HUD-1 | \$55 | \$75 | 0.15 | 0.00 | 0.25 CRCM |
| Home Mortgage Disclosure Act (HDMA) Overview | \$55 | \$75 | 0.30 | 0.00 | 1.0 CRCM |
| Homeowners Protection Act | \$95 | \$130 | 0.30 | 0.00 | 0.75 CRCM, CFMP |
| Human Trafficking and Human Smuggling | \$95 | \$130 | 1.00 | 0.00 | 1.25 CAFP, CRDM |
| Information Security and Red Flags | \$95 | \$130 | 0.45 | 0.00 | 1.0 CCTS, CFSSP, CLBB, CRCM, CSOP, CAFP |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | MEMBER | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|--------|------------|------|--------------------|------------------------------------|
| Leveraging the Benefits of a Diverse Workforce | \$95 | \$130 | 0.55 | 0.00 | N/A |
| Military Lending Act | \$95 | \$130 | 0.40 | 0.00 | 1.0 CRCM |
| Mortgage Servicing: ARM Notices | \$55 | \$75 | 0.30 | 0.00 | 0.75 CRCM |
| Mortgage Servicing: Early Intervention and Continuity of Contract | \$55 | \$75 | 0.30 | 0.00 | 0.75 CRCM |
| Mortgage Servicing: Error Resolution | \$95 | \$130 | 0.40 | 0.00 | 1 CRCM |
| Mortgage Servicing: Escrow Accounts | \$95 | \$130 | 0.40 | 0.00 | 1 CRCM |
| Mortgage Servicing: Force-Placed Insurance | \$95 | \$130 | 0.40 | 0.00 | 1 CRCM |
| Mortgage Servicing: Loan Origination and Servicing Transfers | \$95 | \$130 | 0.45 | 0.00 | 1 CRCM |
| Mortgage Servicing: Loss Mitigation | \$95 | \$130 | 0.45 | 0.00 | 1 CRCM |
| Mortgage Servicing: Overview | \$95 | \$130 | 0.45 | 0.00 | 1 CRCM |
| Mortgage Servicing: Payment Crediting and Periodic Statements | \$95 | \$130 | 0.40 | 0.00 | 1 CRCM |
| Mortgage Servicing: Successors in Interest | \$95 | \$130 | 0.45 | 0.00 | 1 CRCM |
| Office of Foreign Assets Control (OFAC) | \$55 | \$75 | 0.20 | 0.00 | 0.5 CCTS,CFSSP,CLBB,CRCM,CSOP,CAFP |
| Privacy: GLBA Rule (Reg P) | \$55 | \$75 | 0.25 | 0.00 | N/A |
| Privacy: GLBA Safeguards Rule | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Privacy: Overview of Laws | \$55 | \$75 | 0.25 | 0.00 | N/A |
| Real Estate Settlement Procedures Act (RESPA) | \$95 | \$130 | 1 | 0.00 | 1.25 CRCM |
| Recognizing and Preventing UDAAP | \$95 | \$130 | 1 | 0.00 | 1.25 CRCM, CSOP |
| Reg B: Appraisals and Other Valuations | \$55 | \$75 | 0.20 | 0.00 | 0.50 CLBB, CRCM |
| Reg B: Creditors' Requests for Information | \$35 | \$55 | 0.15 | 0.00 | 0.50 CLBB, CRCM |
| Reg B: Evaluating Applications | \$55 | \$75 | 0.20 | 0.00 | 0.50 CLBB, CRCM |
| Reg B: Notifications | \$35 | \$55 | 0.15 | 0.00 | 0.50 CLBB, CRCM |
| Reg CC Check 21 | \$35 | \$55 | 0.15 | 0.00 | 0.50 CRCM |
| Reg CC: Disclosures and Notifications | \$35 | \$55 | 0.7 | 0.00 | 0.25 CAFP, CFSSP, CRCM |
| Reg CC: Exceptions to Funds Availability Schedules | \$35 | \$55 | 0.5 | 0.00 | 0.10 CAFP, CFSSP, CRCM |
| Reg CC: Funds Availability Schedules | \$35 | \$55 | 0.7 | 0.00 | 0.25 CAFP, CFSSP, CRCM |
| Reg CC Indorsements | \$55 | \$75 | 0.20 | 0.00 | 0.50 CRCM |
| Reg CC Subpart C | \$95 | \$130 | 0.40 | 0.00 | 1.0 CAFP, CFSSP, CRCM |
| Reg DD Disclosures and Payment of Interest | \$55 | \$75 | 0.21 | 0.00 | 0.50 CRCM |
| Reg DD for Marketers | \$55 | \$75 | 0.25 | 0.00 | 0.5 CFMP |
| Reg DD Overdraft Rules | \$55 | \$75 | 0.25 | 0.00 | 0.75 CRCM |
| Reg E Consumer Liability | \$55 | \$75 | 0.25 | 0.00 | 0.5 CFSSP, CRCM, CAFP |
| Reg E Consumer Remittances | \$95 | \$130 | 1.10 | 0.00 | 1.50 CRCM |
| Reg E Disclosure Requirements | \$55 | \$75 | 0.20 | 0.00 | 0.5 CFSSP, CRCM, CAFP |
| Reg E Error Resolution Requirements | \$55 | \$75 | 0.25 | 0.00 | 0.5 CFSSP, CRCM, CAFP |
| Reg E Gift Cards | \$55 | \$75 | 0.20 | 0.00 | 0.5 CFSSP, CRCM |
| Reg E Overdrafts | \$55 | \$75 | 0.25 | 0.00 | 0.5 CFSSP, CRCM |
| Reg E Overview | \$55 | \$75 | 0.35 | 0.00 | 0.75 CFSSP, CRCM, CAFP |
| Reg E Payroll Cards | \$35 | \$55 | 0.15 | 0.00 | 0.25 CFSSP, CRCM |
| Reg E Preauthorized Transfers | \$35 | \$55 | 0.15 | 0.00 | 0.25 CFSSP, CRCM |
| Reg E Prepaid Accounts | \$95 | \$130 | 0.40 | 0.00 | 1 CFSSP, CRCM |
| Reg W: Affiliate Transactions | \$35 | \$55 | 0.15 | 0.00 | 0.5 CRCM |
| Reg Z Adjustable-Rate Mortgages | \$55 | \$75 | 0.25 | 0.00 | 0.5 CRCM |
| Reg Z Advertising | \$95 | \$130 | 0.45 | 0.00 | 0.5 CFMP, CRCM |
| Reg Z Advertising for Marketers | \$95 | \$130 | 0.35 | 0.00 | 0.5 CRCM, CFMP |
| Reg Z Credit Cards | \$55 | \$75 | 0.35 | 0.00 | 0.75 CLBB, CRCM |
| Reg Z HELOCs (Open-End Credit) | \$55 | \$75 | 0.35 | 0.00 | 0.75 CLBB, CRCM |
| Reg Z HOEPA and Higher-Priced Mortgage Loans | \$95 | \$130 | 0.50 | 0.00 | 1.0 CLBB, CRCM |
| Reg Z Installment and Home Equity Loans (Closed-End Credit) | \$55 | \$75 | 0.30 | 0.00 | 0.75 CLBB, CRCM |
| Reg Z Mortgages (Closed-End Credit) | \$55 | \$75 | 0.20 | 0.00 | 0.5 CLBB, CRCM |
| Reg Z Non-Home Secured (Open-End Credit) | \$55 | \$75 | 0.20 | 0.00 | 0.5 CLBB, CRCM |
| Reg Z Overview | \$95 | \$130 | 0.50 | 0.00 | 1.0 CLBB, CRCM |
| Reg Z Private Education Loans | \$55 | \$75 | 0.20 | 0.00 | 0.5 CLBB, CRCM |
| Reg Z Reverse Mortgages | \$55 | \$75 | 0.25 | 0.00 | 0.5 CLBB, CRCM |
| Reg Z Right of Rescission | \$55 | \$75 | 0.35 | 0.00 | 0.75 CLBB, CRCM |
| Reserve Requirements for Depository Institutions (Reg D) | \$55 | \$75 | 0.40 | 0.00 | N/A |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|----------------|----------------|------------|-----------------------|---|
| Right to Financial Privacy Act (RFPA) | \$55 | \$75 | 0.30 | 0.00 | 0.75 CLBB, CRCM, CSOP, CTFA |
| Robbery and Bank Security | \$95 | \$130 | 0.45 | 0.00 | N/A |
| Servicemember Civil Relief Act | \$95 | \$130 | 0.50 | 0.00 | 1.0 CRCM |
| Sexual and Workplace Harassment | \$95 | \$130 | 0.40 | 0.00 | N/A |
| Sexual and Workplace Harassment for Managers | \$95 | \$130 | 1 | 0.00 | N/A |
| Social Media: Managing the Risks | \$95 | \$130 | 0.45 | 0.00 | 1.0 CFMP, CRCM |
| Social Media for Marketers | \$55 | \$75 | 0.25 | 0.00 | 0.5 CFMP |
| Telephone Consumer Protection Act (TCPA) | \$95 | \$130 | 0.40 | 0.00 | 1.0 CRCM |
| The S.A.F.E. Act – Secure and Fair Enforcement for Mortgage Licensing Act | \$95 | \$130 | 0.30 | 0.00 | 0.75 CRCM |
| TILA-RESPA Integrated Disclosures | \$55 | \$75 | 0.30 | 0.00 | 0.75 CRCM |
| UDAPP for Marketers | \$95 | \$130 | 0.45 | 0.00 | 1.00 CFMP |
| Unlawful Internet Gambling Enforcement Act (UIGEA) (Reg GG) | \$55 | \$75 | 0.20 | 0.00 | 0.5 CRCM, CFSSP |
| EXECUTIVE EDUCATION | | | | | |
| ABA Certificate in Bank Financial Management | N/A | N/A | NA | 0.00 | 72 CERP; 1CAFP, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP |
| Ethical Issues for Bankers | \$55 | \$75 | 0.25 | 0.00 | 1 CAFP, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSO, CTFA |
| Leveraging the Benefits of a Diverse Workforce | \$95 | \$130 | 0.55 | 0.00 | N/A |
| ABA Wharton Competitive and Corporate Strategy Curriculum | \$925 | \$1,175 | N/A | 0.00 | N/A |
| ABA-Wharton Emerging Leaders – Strategy (Certificate Curriculum) | \$1,695 | \$2,195 | N/A | 0.00 | N/A |
| ABA-Wharton Emerging Leaders – Engaging and Motivating Talent (Certificate Curriculum) | \$1,695 | \$2,195 | N/A | 0.00 | N/A |
| ABA-Wharton Emerging Leaders – Advanced Leadership (Certificate Curriculum) | \$695 | \$925 | N/A | 0.00 | N/A |
| ABA Wharton Leadership in the 21st Century Curriculum | \$925 | \$1,175 | N/A | 0.00 | N/A |
| ABA Wharton Managing and Motivating Talent Curriculum | \$925 | \$1,175 | N/A | 0.00 | N/A |
| ABA Wharton Managing the Value of Customer Relationships Curriculum | \$925 | \$1,175 | N/A | 0.00 | N/A |
| Emerging Leaders: Developing a Personal Value Proposition | \$135 | \$185 | 0.15 | 0.00 | 0.50 CTFA |
| Emerging Leaders: Emotional Intelligence | \$135 | \$185 | 0.15 | 0.00 | 0.50 CTFA |
| Emerging Leaders: Mastering the Art of Inquiry | \$135 | \$185 | 0.25 | 0.00 | 0.50 CTFA |
| MORTGAGE LENDING | | | | | |
| ABA Residential Mortgage Lender Certificate | \$775 | \$985 | 24 | 1 | 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1.0 CCTS, CISP, CRSP, CTFA |
| Effective Referrals Suite | \$55 | \$75 | 0.15 | 0.00 | 0.5 CLBB |
| Ethical Issues for Bankers | \$55 | \$75 | 0.25 | 0.00 | 1 CAFP, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP, CTFA |
| Handling Mortgage Inquiries and Making Referrals | \$95 | \$130 | 1.40 | 0.25 | 2.0 CRCM |
| Mortgage Customer Counseling and Prequalification | \$95 | \$130 | 2.30 | 0.25 | N/A |
| Personal Tax Return Analysis | \$95 | \$130 | 6 | 0.50 | 7.25 CLBB, CTFA (FP) |
| RESIDENTIAL LENDING COURSES (ALL REGS) | | | | | |
| Appraisal Procedures | \$95 | \$130 | 1 | 0.00 | N/A |
| Basics of Mortgage Processing | \$95 | \$130 | 0.45 | 0.00 | N/A |
| Determining Your Role in Fraud Prevention | \$55 | \$75 | 0.30 | 0.00 | N/A |
| Discovering FHA Programs | \$95 | \$130 | 1 | 0.00 | N/A |
| Essentials of Mortgage Lending | \$95 | \$130 | 1.30 | 0.00 | N/A |
| Explaining Loan Modifications | \$95 | \$130 | 1 | 0.00 | N/A |
| Mitigating Potential Fraud in Your Organization | \$55 | \$75 | 0.30 | 0.00 | N/A |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|----------------------------------|----------------|--------------|--------------------|---|
| MORTGAGE LENDING | | | | | |
| RESIDENTIAL LENDING COURSES (ALL REGS) | | | | | |
| Preparing the Closing Disclosure | \$95 | \$130 | 1 | 0.00 | N/A |
| Preparing the Loan Estimate | \$95 | \$130 | 1 | 0.00 | N/A |
| Processing and Underwriting Credit | \$95 | \$130 | 1 | 0.00 | N/A |
| Processing Income and Assets | \$95 | \$130 | 1 | 0.00 | N/A |
| Reviewing the Appraisal Report | \$95 | \$130 | 1 | 0.00 | N/A |
| PAYMENT SYSTEMS | | | | | |
| Payment Systems Training Suite | \$295 | \$395 | 1.20 | 0.00 | 2.0 CAFFP; 1.0 CFMP; 1.0 CRCM |
| Payment Systems Emerging Products | \$195 | \$225 | 0.40 | 0.00 | 1 CAFFP;CFMP |
| Payment Systems Trends | \$195 | \$255 | 0.40 | 0.00 | 1 CAFFP;CRCM |
| RETAIL BANKING AND MARKETING | | | | | |
| DIGITAL MARKETING (MINDSET DIGITAL) | | | | | |
| Marketing in a Digital World: Digital Campaigns | \$299 | \$399 | 3.30 | 0.00 | 4.5 CFMP |
| Build Your Campaign | \$129 | \$179 | 0.45 | 0.00 | 1.0 CFMP |
| Find your Audience | \$129 | \$179 | 1.15 | 0.00 | 1.5 CFMP |
| Search Engine Optimization | \$129 | \$179 | 1 | 0.00 | 1.25 CFMP |
| The Power Network Habit Curriculum | \$99 | \$149 | 2 | 0.00 | N/A |
| The SOS Habit | \$99 | \$149 | 0.40 | 0.00 | 1.0 CFMP |
| GENERAL BANKING | | | | | |
| ABA Bank Solutions Provider Certificate | \$495 | \$695 | 6.30 | 0.50 | 1.5 CAFFP, CFSSP, CRCM; 1.25 CSOP; 1.25 CFMP; 1.0 CCTS, CSIP, CLBB, CRSP, CTFA |
| ABA Bank Teller Certificate | \$695 | \$995 | 13 | 1.00 | 1.5 CAFFP, CFSSP, CRCM,CLBB;1.25 CFMP, CSOP; 1.0 CCTS, CISP, CRSP, CTFA |
| ABA Branch Manager Certificate | \$1,295 | \$1,595 | 14 | 2.00 | 1.75 CFMP; 1.5 CAFFP, CFSSP, CRCM; 1.25 CSOP; 1.0 CCTS, CISP, CLBB, CRSP, CTFA |
| ABA Certificate in Bank Financial Management | N/A | N/A | N/A | 0.00 | 72 CERP; 1 CAFFP, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP |
| ABA Certificate in General Banking | Pricing Varies Per Course | | | | 37.5 CLBB; 15 CFMP |
| ABA Customer Service Representative Certificate Curriculum | \$795 | \$995 | 10.30 | 1.00 | 1.5 CAFFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA |
| ABA Digital Banker Certificate | \$495 | \$595 | 3 | 0.00 | 2.75 CFMP, 2.0 CAFFP, 1.75 CRCM, 0.75 CSOP |
| ABA Foundational Certificate in Bank Marketing | \$1,095 | \$1,595 | 17.00 | 2.00 | 49.00 CFMP, 1.25 CRCM, CSOP |
| ABA Personal Banker Certificate | \$795 | \$995 | 13.30 | 1.00 | 1.5 CAFFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA |
| ABA Universal Banker Certificate | \$795 | \$995 | 9.30 | 0.50 | 1.5 CAFFP, CFSSP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CLBB, CRSP, CTFA |
| Banking Basics Suite | \$595 | \$795 | 2 | 0.00 | N/A |
| Bank Marketing: Building Customer Relationships | \$55 | \$75 | 0.12 | 0.00 | N/A |
| Bank Payment System and Technology | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Bank Sales and Service: Expanding Customer Relationships | \$55 | \$75 | 0.12 | 0.00 | N/A |
| Banks as a Business | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Banks and the Deposit Function | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Banks and the Economy | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Banks and Personal Wealth Management | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Business and International Banking Services | \$55 | \$75 | 0.12 | 0.00 | N/A |
| CFMP Exam Online Prep | \$895 | \$1,045 | N/A | N/A | N/A |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non-Member | Hrs/ | Credit HRS ABA/CFT | ICB |
|---|--------------|----------------|-------------|-----------------------|---|
| Community Bank Suite – Foundational Skills | \$235 | \$315 | 5.40 | 0.00 | 1 CAFF, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP, CTFA |
| Community Bank Suite – Onboarding Basics | \$295 | \$405 | 1.12 | 0.00 | 0.25CAFF, CFSSP, CRCM |
| Digital Banker Suite (NEW) | \$195 | \$275 | 1 | 0.00 | 1.75 CFMP |
| Introduction to Banking | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Lending as a Cornerstone of Banking | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Safeguarding Bank Assets and the Nation | \$55 | \$75 | 0.12 | 0.00 | N/A |
| Safeguarding the Customer and the Bank | \$55 | \$75 | 0.12 | 0.00 | N/A |
| Ethical Issues for Bankers | \$55 | \$75 | 0.25 | 0.00 | 1 CAFF, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP, CTFA |
| Robbery & Bank Security | \$95 | \$130 | 0.45 | 0.00 | N/A |
| Teller Basics Suite | \$150 | \$200 | 5 | 0.00 | N/A |
| MANAGEMENT SKILLS | | | | | |
| ABA Supervisor/Team Leader Certificate | \$895 | \$1,095 | 9.30 | 1 | 1.5 CAFF, CFSSP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CLBB, CRSP, CTFA |
| Authentic Leadership | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Building Collaborative Teams | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Coaching | \$55 | \$75 | 0.15 | 0.25 | N/A |
| Communicating Visions | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Community Bank Suite – Management Skills | \$260 | \$365 | 2.03 | 0.00 | N/A |
| Corrective Action | \$55 | \$75 | 0.15 | 0.25 | N/A |
| Effective Meetings | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Employment Law | \$95 | \$130 | 0.45 | 0.00 | N/A |
| Employee Recognition | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Empowerment | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Interviewing | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Leadership in Action Suite | \$195 | \$275 | 1.15 | 0.00 | N/A |
| Leveraging the Benefits of a Diverse Workforce | \$95 | \$130 | 0.55 | 0.00 | N/A |
| Management Essentials Suite | \$275 | \$375 | 1.30 | 0.00 | N/A |
| Managing Performance | \$55 | \$75 | 0.15 | 0.25 | N/A |
| Managing Change | \$55 | \$75 | 0.15 | 0.25 | N/A |
| Sexual and Workplace Harassment for Managers | \$95 | \$130 | 1 | 0.00 | N/A |
| PRODUCT KNOWLEDGE | | | | | |
| Consumer Credit Basics | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Consumer Loan Process | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Fundamentals of Consumer Lending Suite | \$95 | \$130 | 0.40 | 0.00 | N/A |
| Fundamentals of Small Business Banking Suite | \$95 | \$130 | 0.45 | 0.00 | N/A |
| Introduction to Analyzing Financial Statements | \$95 | \$130 | 3.15 | 0.25 | 3.75 CLBB, CSOP, CTFA (FP) |
| Introduction to IRAs | \$95 | \$130 | 0.30 | 0.00 | 0.75 CISP, CRSP, CSOP, CTFA (FP) |
| Personal Tax Returns Analysis | \$95 | \$130 | 6.00 | 0.00 | 7.25 CLBB, CFTA(FP) |
| Small Business Products Suite | \$95 | \$130 | 2.00 | 0.00 | 1.25 CLBB |
| Small Business Basics | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Small Business Borrowing Suite | \$95 | \$130 | 0.21 | 0.00 | 0.5 CFMP, 0.5 CLBB |
| Small Business Operating and Life Cycles | \$55 | \$75 | 0.25 | 0.00 | N/A |
| Understanding Business Bank Products Suite | \$135 | \$185 | 0.41 | 0.00 | N/A |
| Understanding Consumer Bank Products Suite | \$175 | \$225 | 1.18 | 0.00 | N/A |
| SALES SKILLS | | | | | |
| Coaching to Support the Sales Process | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Community Bank Suite – Sales Skills | \$95 | \$135 | 0.35 | 0.00 | N/A |
| Effective Referrals Suite | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Essential Selling Skills Bundle | \$195 | \$275 | 1.30 | 0.00 | N/A |
| Event Networking | \$95 | \$130 | 1 | 0.00 | 1.0 CFMP |
| Making the Client Call Suite | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Overcoming Objections Suite | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Referring Insurance and Annuity Clients | \$95 | \$130 | 1.25 | 0.00 | N/A |
| Referring Investment Clients | \$95 | \$130 | 0.35 | 0.00 | N/A |
| Referring Trust Clients | \$95 | \$130 | 0.40 | 0.00 | N/A |
| Relationship Sales for Small Business Clients Suite | \$95 | \$130 | 1.25 | 0.00 | N/A |
| Relationship Sales Suite | \$55 | \$75 | 0.15 | 0.00 | N/A |
| Sales Planning Suite | \$55 | \$75 | 0.20 | 0.00 | N/A |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|--|----------------|----------------|-------------|--------------------|---|
| Selling in a Social World | \$129 | \$179 | 1.45 | 0.00 | N/A |
| Selling in a Social World – Engage Your Audience | \$49 | \$69 | 0.45 | 0.00 | N/A |
| Selling in a Social World – Extend Your Reach | \$89 | \$129 | 1.00 | 0.00 | N/A |
| Growing Small Business Relationships Suite | \$95 | \$130 | 0.50 | 0.00 | N/A |
| Successful Sales Campaigns | \$95 | \$130 | 2 | 0.00 | N/A |
| Tele-Consulting | \$95 | \$130 | 1.35 | 0.00 | N/A |
| Why Quality Customer Service Matters | \$95 | \$130 | 0.35 | 0.00 | N/A |
| WORKPLACE SKILLS | | | | | |
| Communication Basics Suite | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Dealing Effectively with Co-workers | \$95 | \$130 | 3 | 0.25 | N/A |
| Essentials of Workplace Conduct | \$95 | \$130 | 0.40 | 0.00 | N/A |
| Improving Productivity | \$95 | \$130 | 3 | 0.25 | N/A |
| Managing Time at Work | \$95 | \$130 | 1 | 0.00 | N/A |
| Online Communication Suite | \$55 | \$75 | 0.10 | 0.00 | N/A |
| Presentation Skills Suite | \$95 | \$130 | 0.50 | 0.00 | N/A |
| Sexual and Workplace Harassment | \$95 | \$130 | 0.40 | 0.00 | N/A |
| Verbal Communication Suite | \$55 | \$75 | 0.20 | 0.00 | N/A |
| Written Communication Suite | \$55 | \$75 | 0.20 | 0.00 | N/A |
| WEALTH MANAGEMENT & TRUST | | | | | |
| A Deeper Dive into Non-Financial Assets | \$135 | \$185 | 0.25 | 0.00 | 0.50 CTFA |
| ABA Certificate in Asset Management (NEW) | \$1795 | \$2395 | 9.00 | 0.00 | 13 CTFA, 0.50 CISP, 8.5 CRSP, 8.00CSOP |
| ABA Certificate and Fiduciary Relationship Management (NEW) | \$1,295 | \$1795 | 5.00 | 0.00 | 7.0 CTFA |
| ABA Certificate in Core Concepts for Fiduciary Advisors (NEW) | \$895 | \$1095 | 3.30 | 0.00 | 4.5 CTFA, 2.75 CCTS, 3.25CRSP, 2.0CSOP |
| ABA Certificate in Fiduciary Principles and Ethics | \$395 | \$495 | 1.30 | 0.00 | 2.25 CTFA, 1.5 CCTS, CRSP, CSOP |
| ABA Certificate in Fiduciary Risk and Compliance | \$595 | \$795 | 2.30 | 0.00 | 2.25 CTFA, 1.25 CSOP, 1.25 CISP, 1.25 CRSP |
| ABA Certificate in Integrated Wealth Planning and Advice | \$2,395 | \$3,095 | 12 | 0.00 | 19.75 CTFA, 5.25 CISP, 4.75 CRSP, 0.75 CSOP |
| ABA Certificate in Trust Administration | \$895 | \$1,195 | 5.30 | 0.00 | 7.75 CTFA, 2.75 CSOP, 1.50 CCTS, 0.75 CRSP |
| Alternative Investment Products | \$135 | \$185 | 0.40 | 0.00 | 1.00 CRSP, CSOP, CTFA |
| Annuities | \$135 | \$185 | 0.30 | 0.00 | 0.50 CRSP, CTFA |
| ABA Health Savings Accounts (HSA) Expert Certificate | \$795 | \$1,095 | 2.5 | 0.25 | 5.25 CISP, CRSP, CTFA |
| Account Acceptance and Termination | \$135 | \$185 | 0.40 | 0.00 | 1.0 CSOP, CTFA (FID) |
| Applied Behavioral Finance | \$135 | \$185 | 0.54 | 0.00 | 1.25 CTFA |
| Applying Fiduciary Principles and Ethics | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA, CCTS, CRSP, CSOP |
| Asset Allocation and Diversification | \$135 | \$185 | 0.40 | 0.00 | 1.0 CRSP, CSOP, CTFA |
| Bond Selection and Analysis | \$135 | \$185 | 0.50 | 0.00 | 1.0 CRSP, CSOP, CTFA (INV) |
| CTFA Exam Online Prep | \$895 | \$1,045 | | NA | NA |
| Developing a Personalized Wealth Management Strategy | \$135 | \$185 | 0.25 | 0.00 | 0.75 CTFA |
| Developing and Delivering a Compelling Personal Value Proposition | \$135 | \$185 | 0.25 | 0.00 | 0.75 CTFA |
| Discretionary Distributions | \$135 | \$185 | 0.40 | 0.00 | 1.0 CTFA (FID) |
| Duties and Powers of the Trustee | \$135 | \$185 | 0.40 | 0.00 | 1.0 CSOP, CTFA (FID) |
| Economics & Markets | \$135 | \$185 | 0.55 | 0.00 | 1.0 CRSP, CSOP, CTFA (INV) |
| Education Planning for Minors | \$135 | \$185 | 0.40 | 0.00 | 1.0 CTFA |
| Effective Client Engagement Through "Wealth Personas" | \$135 | \$185 | 0.25 | 0.00 | 0.75 CTFA |
| Emotional Intelligence for Wealth Advisors | \$135 | \$185 | 0.15 | 0.00 | 0.5 CTFA |
| Engaging in Multigenerational Conversations with Clients | \$135 | \$185 | 0.25 | 0.00 | 0.75 CTFA |
| Engaging with Centers of Influence | \$135 | \$185 | 0.25 | 0.00 | 0.5 CTFA |
| Environmental Liabilities of Fiduciaries | \$135 | \$185 | 0.25 | 0.00 | 0.50 CTFA |
| Estate and Probate Administration | \$135 | \$185 | 0.45 | 0.00 | 1.00 CTFA |
| Estate Planning for the Business Owner | \$135 | \$185 | 0.45 | 0.00 | 1.0 CTFA(FP) |
| Estate Planning for the Marital Deduction | \$135 | \$185 | 0.40 | 0.00 | 1.0 CTFA (TAX) |
| Estate Planning Fundamentals | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|--------|------------|------|-----------------------|-----------------------------------|
| Federal Estate Tax | \$135 | \$185 | 0.35 | 0.00 | 0.75 CTFA |
| Fiduciary Compliance | \$135 | \$185 | 0.20 | 0.00 | 0.5 CISP, CRSP, CSOP, CTFA |
| Fiduciary Income Tax | \$135 | \$185 | 0.55 | 0.00 | 1.25 CISP, CTFA (TAX) |
| Fiduciary Ethics | \$135 | \$185 | 0.35 | 0.00 | 0.75 CTFA, CCTS, CRSP, CSOP |
| Full Balance Sheet Advice | \$135 | \$185 | 0.25 | 0.00 | 0.50 CTFA |
| Fundamentals of Insurance | \$175 | \$225 | 0.70 | 0.00 | 1.0 CRSP, CTFA |
| Fundamentals of Life Insurance | \$175 | \$225 | 0.55 | 0.00 | 1.0 CRSP, CTFA (FP) |
| Generation-Skipping Transfer Tax | \$135 | \$185 | 1.00 | 0.00 | 1.25 CISP, CTFA (TAX) |
| Gift Strategy and Taxation | \$135 | \$185 | 0.40 | 0.00 | 1.0 CRSP, CRFA |
| Importance of Proper Titling of Assets and Regular Titling Reviews | \$135 | \$185 | 0.20 | 0.00 | 0.50 CTFA |
| Individual Income Tax | \$135 | \$185 | 0.70 | 0.00 | 1.50 CTFA |
| Individual Retirement Accounts | \$135 | \$185 | 0.30 | 0.00 | 0.75 CISP, CRSP, CSOP, CTFA |
| Interacting with Financial Advisors - Internal and Third-Party Broker Dealers | \$135 | \$185 | 0.20 | 0.00 | 0.5 CTFA |
| Introduction to Fiduciary Risk Management and Compliance | \$135 | \$185 | 0.25 | 0.00 | 0.5 CTFA |
| Introduction to Integrated Planning and Advice | \$135 | \$185 | 0.20 | 0.00 | 0.5 CTFA |
| Introduction to Investment Management | \$135 | \$185 | 0.25 | 0.00 | 0.5 CTFA, CCTS, CRSP, CSOP |
| Introduction to Trust Administration | \$135 | \$185 | 0.35 | 0.25 | 0.75 CCTS, CSOP, CTFA |
| Investment Policy | \$135 | \$185 | 0.35 | 0.00 | 0.75 CRSP, CSOP, CTFA |
| Investment Products | \$135 | \$185 | 1.00 | 0.00 | 1.25 CRSP, CSOP, CTFA |
| Investment Strategies for Inherited Wealth | \$135 | \$185 | 0.20 | 0.00 | 0.50 CTFA |
| Know Your Competition | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA |
| Life Insurance Policies | \$135 | \$185 | 0.30 | 0.00 | 0.75 CRSP, CTFA |
| Managing the Dynamic Nature of Client Financial Needs | \$135 | \$185 | 0.25 | 0.00 | 0.75 CTFA |
| Mastering the Art of Inquiry | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA |
| Managing Fiduciary Risk and Litigation | \$135 | \$185 | 0.30 | 0.00 | 0.75 CISP, CRSP, CSOP, CTFA |
| Philanthropic Planning | \$135 | \$185 | 0.35 | 0.00 | 0.75 CISP, CTFA |
| Planning Considerations for Life Insurance | \$135 | \$185 | 0.37 | 0.00 | 0.75 CRSP, CTFA |
| Planning for Retirement | \$135 | \$185 | 0.45 | 0.00 | 1.00 CISP, CTFA |
| Post-Mortem Tax Planning | \$135 | \$185 | 1.14 | 0.00 | 1.5 CTFA |
| Preparing the 706 | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA |
| Prudent Portfolio Management | \$135 | \$185 | 0.25 | 0.00 | 0.50 CISP, CRSP, CSOP, CTFA (FID) |
| Qualified Retirement Plans | \$135 | \$185 | 0.50 | 0.00 | 1.00 CISP, CRSP, CTFA |
| Selling Value | \$135 | \$185 | 0.20 | 0.00 | 0.5 CTFA |
| Special Needs Trusts | \$135 | \$185 | 0.35 | 0.00 | 0.75 CTFA (FP) |
| Stock Selection and Analysis | \$135 | \$185 | 0.35 | 0.00 | 0.75 CRSP, CSOP, CTFA (INV) |
| Structure Analysis and Advice | \$135 | \$185 | 0.20 | 0.00 | 0.75 CTFA |
| Sustainable and Responsible Investing | \$135 | \$185 | 0.25 | 0.00 | 0.50 CRSP, CTFA |
| Trust Fundamentals | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA, CRSP, CCTS |
| Types of Trust | \$135 | \$185 | 0.30 | 0.00 | 0.75 CTFA |
| Understanding Fiduciary Principles | \$135 | \$185 | 0.25 | 0.00 | 0.75 CTFA; CISP; CRSP; CSOP |
| Understanding Gender, Culture, and Generational Influences in Managing Wealth | \$135 | \$185 | 0.25 | 0.00 | 0.5 CTFA |
| Understanding and Explaining Investment Performance | \$135 | \$185 | 0.41 | 0.00 | 1.0 CTFA |
| TRAINING SHORTS | | | | | |
| Agricultural Lending | | | | | |
| Converting Cash to Accrual-adjusted Net Farm Income | \$75 | \$95 | 0.20 | 0.00 | 0.5 CLBB |
| Credit Analysis Enhancements Using an Accrual-adjusted Income Statement and Statement of Owner Equity | \$75 | \$95 | 0.20 | 0.00 | 0.5 CLBB |
| Importance of Preparing Accrual-adjusted Income Statements | \$75 | \$95 | 0.20 | 0.00 | 0.5 CLBB |
| Obstacles to Preparing an Accrual-adjusted Income Statement | \$75 | \$95 | 0.20 | 0.00 | 0.5 CLBB |
| Practical Steps to Calculate Net Income and Owner Equity for Agricultural Producers | \$300 | \$380 | 1.40 | 0.00 | 2.5 CLBB |

ABA eLEARNING SELF PACED ONLINE COURSES

| Course Name | Member | Non Member | Hrs. | Credit HRS ABA/CFT | ICB |
|---|--------|------------|------|--------------------|----------------------|
| Compliance Lending | | | | | |
| Reconciling Owner Equity for Agricultural Businesses | \$75 | \$95 | 0.20 | 0.00 | 0.5 CLBB |
| Changed Loans: Is the Borrower Entitled to the Right of Rescission | \$75 | \$95 | 0.18 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Consumer Loans: To Modify or Refinance? | \$75 | \$95 | 0.20 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Fair Lending Implications for Changing Loan Terms | \$75 | \$95 | 0.26 | 0.00 | 0.75 CRCM, 0.75 CERP |
| Filing CTRs for Multiple Transactions Conducted by A Single Transactor | \$75 | \$95 | 0.21 | 0.00 | 0.50 CRCM, 0.50 CERP |
| HMDA and CRA Reporting Requirements for Refinancing or Modifying Loans | \$75 | \$95 | 0.25 | 0.00 | 0.50 CRCM, 0.50 CERP |
| How and When Do I Report Loan Changes in Terms Under FCRA? | \$75 | \$95 | 0.16 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Consumer Loans: To Modify or Refinance? | \$75 | \$95 | 0.20 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Fair Lending Implications for Changing Loan Terms | \$75 | \$95 | 0.26 | 0.00 | 0.75 CRCM, 0.75 CERP |
| Filing CTRs for Multiple Transactions Conducted by A Single Transactor | \$75 | \$95 | 0.21 | 0.00 | 0.50 CRCM, 0.50 CERP |
| HMDA and CRA Reporting Requirements for Refinancing or Modifying Loans | \$75 | \$95 | 0.25 | 0.00 | 0.50 CRCM, 0.50 CERP |
| How and When Do I Report Loan Changes in Terms Under FCRA? | \$75 | \$95 | 0.16 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Loan Modification or Refinance Flood Insurance Requirements | \$75 | \$95 | 0.25 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Processing Closed-End Real Estate-Secured Loan Notices of Error | \$75 | \$95 | 0.20 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Processing Credit Card Billing Errors and Unauthorized Use Claims | \$75 | \$95 | 0.28 | 0.00 | 0.75 CERP, 0.75 CERP |
| Processing Debit Card Disputes and Errors | \$75 | \$95 | 0.27 | 0.00 | 0.75 CRCM, 0.75 CERP |
| Real Estate Appraisal at Loan Modification or Refinance | \$75 | \$95 | 0.22 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Timely Decision Communication | \$75 | \$95 | 0.19 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Understanding and Processing Closed-End Real Estate Secured Loan Information and Loan Payoff Requests | \$75 | \$95 | 0.22 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Understanding and Processing Open-End Line of Credit Disputes and Errors | \$75 | \$95 | 0.23 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Understanding Credit Card Billing Errors and Unauthorized Use | \$75 | \$95 | 0.19 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Understanding Debit Card Disputes and EFT Errors | \$75 | \$95 | 0.17 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Understanding the Difference Between Complaints and Disputes | \$75 | \$95 | 0.16 | 0.00 | 0.50 CRCM, 0.50 CERP |
| What is a Closed-End Real Estate-Secured Loan Notice of Error? | \$75 | \$95 | 0.14 | 0.00 | 0.50 CRCM, 0.50 CERP |
| Marketing | | | | | |
| Marketing in the Age of Distraction | \$300 | \$380 | 1.23 | 0.00 | 2.25 CFMP |
| Content Opportunities in Community Banking | \$75 | \$95 | 0.15 | 0.00 | 0.50 CFMP |
| Connecting with Your Audience in Community Banking | \$75 | \$95 | 0.17 | 0.00 | 0.50 CFMP |
| Conversion in Community Banking | \$75 | \$95 | 0.23 | 0.00 | 0.50 CFMP |
| Campaigns in Community Banking | \$75 | \$95 | 0.10 | 0.00 | 0.25 CFMP |
| Case Study in Community Banking | \$75 | \$95 | 0.18 | 0.00 | 0.50 CFMP |
| Retail | | | | | |
| Body Language Basics – Part 1 & 2 | \$500 | \$660 | 1.20 | 0.00 | N/A |
| Body Language Basics – Part 1 | \$300 | \$380 | 0.48 | 0.00 | N/A |
| Learning a New Language | \$75 | \$95 | 0.10 | 0.00 | N/A |
| Reading Body Language | \$75 | \$95 | 0.12 | 0.00 | N/A |
| Body Language Mistakes & Gender Differences | \$75 | \$95 | 0.18 | 0.00 | N/A |
| Understanding Nonverbal Communication | \$75 | \$95 | 0.07 | 0.00 | N/A |
| Body Language Basics – Part 2 | \$300 | \$380 | 0.32 | 0.00 | N/A |
| Body Language in Business | \$75 | \$95 | 0.07 | 0.00 | N/A |

ABA eLEARNING SELF PACED ONLINE COURSES

| | | | | | |
|---|---------|----------|---------|------|-----------------------|
| Four Ways to Detect a Lie | \$75 | \$95 | 0.09 | 0.00 | N/A |
| Four Steps to Better Body Language | \$75 | \$95 | 0.07 | 0.00 | N/A |
| Matching Your Words to Your Movement | \$75 | \$95 | 0.09 | 0.00 | N/A |
| The Retail Playbook You Need to Succeed | \$300 | \$380 | 1 | 0.00 | 1.25 CFMP |
| Game Plan for a Healthy Branch Experience | FREE | \$95 | 0.18 | 0.00 | 0.50 CFMP |
| Eight Essential Crisis Communication Tips | \$75 | \$95 | 0.20 | 0.00 | 0.50 CFMP |
| Tips for Winning One-on-One Meetings | \$75 | \$95 | 0.10 | 0.00 | 0.25 CFMP |
| Five Reasons Why Online Appointment Scheduling is Essential | \$75 | \$95 | 0.13 | 0.00 | N/A |
| SANS Cybersecurity Training | | | | | |
| SANS Security Awareness Suite | \$55.00 | \$75.00 | 35 mins | 0.00 | 1.0 CAFP, 1.0 CFSSP |
| SANS Security Awareness Interactive Games Suite | \$95.00 | \$130.00 | 54 mins | 0.00 | 1.0 CAFP, 1.0 CFSSP |
| SANS Cybersecurity Compliance Suite | \$95.00 | \$130.00 | 38 mins | 0.00 | 0.75 CAFP, 0.75 CFSSP |
| SANS Security Awareness - Special Considerations Suite | \$55.00 | \$75.00 | 21 mins | 0.00 | NA |
| SANS Data Security IT Training Suite | \$55.00 | \$75.00 | 19 mins | 0.00 | 0.5 CAFP, 0.5 CFSSP |

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A **\$100** drop fee applies for self-study courses. If a book has been sent, a textbook fee will also be charged. Any withdrawals received later than 7 days after materials have been mailed will be charged full tuition. Students can request an extension for a fee of \$100.

| Title | Tuition |
|------------------------------------|---------|
| Accounting | 725.00 |
| Accounting Basics | 725.00 |
| Analyzing Financial Statements | 725.00 |
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| Business Ethics | 655.00 |
| Business Math | 725.00 |
| Commercial Lending | 725.00 |
| Communication Skills for Business | 655.00 |
| Consumer Lending | 725.00 |
| Contemporary Advertising | 725.00 |
| Customer Service Excellence | 655.00 |
| Customer Service Innovation | 655.00 |
| e-Commerce | 725.00 |
| Economics | 725.00 |
| Effective Business Writing | 655.00 |
| Employment & Labor Law | 725.00 |
| Financial Markets and Institutions | 725.00 |
| Financial Planning | 725.00 |
| Fraud Examination | 725.00 |
| Future of Business, The | 725.00 |
| Human Relations | 725.00 |
| Human Resource Development | 725.00 |
| Human Resource Management | 725.00 |
| Human Resource Selection | 725.00 |
| Interviewing and Hiring Techniques | 505.00 |
| International Financial Management | 725.00 |

| Title | Tuition |
|---|---------|
| Law & Banking: Applications | 725.00 |
| Law & Banking: Principles | 725.00 |
| Leading Your People to Success | 655.00 |
| Management | 725.00 |
| Managing Change | 655.00 |
| Managing Performance & Productivity | 655.00 |
| Marketing | 725.00 |
| Money & Banking | 725.00 |
| Motivating Your Staff | 505.00 |
| Organizational Behavior | 725.00 |
| Principles of Banking | 725.00 |
| Project Management | 655.00 |
| Project Management: New Product Development | 725.00 |
| Project Management: Managerial Process | 725.00 |
| Real Estate Appraisal | 725.00 |
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| Teller Operations | 655.00 |
| The 21 st Century Supervisor | 655.00 |
| Wills, Trust, and Estate Administration | 725.00 |

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WEBINAR SCHEDULE

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Premier Package =1.5 Credits

*Fees are subject to change without notification

| Webinar Title | Date | Time |
|--|-------------------|---------|
| Basics of Banking: An Overview | January 05, 2022 | 2:30PM |
| Best-Ever Compliance Checklists for Consumer Loans | January 06, 2022 | 2:30PM |
| Opening Business Accounts --The Basics | January 11, 2022 | 2:30PM |
| CRA Nuts & Bolts - Five Steps to Pass the Exam | January 12, 2022 | 2:30PM |
| Social Media Compliance | January 13, 2022 | 11:00AM |
| Basic Accounting for Bankers Part 1 | January 18, 2022 | 11:00AM |
| Opening Complicated Business Accounts--Multiple Tiers | January 18, 2022 | 2:3 PM |
| IRA Update | January 19, 2022 | 11:00AM |
| Right of Setoff | January 19, 2022 | 2:30PM |
| Compliance Management | January 20, 2022 | 11:00AM |
| BSA Officer Annual Training | January 20, 2022 | 2:30PM |
| Basic Accounting for Bankers Part 2 | January 21, 2022 | 11:00AM |
| Beneficial Ownership - Update | January 25, 2022 | 2:30PM |
| Basic Accounting for Bankers Part 3 | January 26, 2022 | 2:30PM |
| Basic Real Estate Loan Documentation | January 26, 2022 | 11:00AM |
| Creating the Right ERM for Your Community Bank | January 27, 2022 | 11:00AM |
| CTRs Line by Line | January 27, 2022 | 2:30PM |
| Basic Accounting for Bankers Part 4 | January 28, 2022 | 11:00AM |
| CRE Appraisals: Regulations and the Review Process | January 31, 2022 | 2:30PM |
| Writing Credit Memo Part 1 | February 01, 2022 | 2:30 PM |
| Top Ten Loan Documentation Mistakes and How to Avoid Them | February 02, 2022 | 11:00AM |
| Reg E Compliance - Five Best Practices for Handling Disputes | February 02, 2022 | 2:30PM |
| Introduction to Consumer Lending | February 07, 2022 | 2:30PM |
| Excel Explained: Creating Interactive Spreadsheets | February 08, 2022 | 2:30PM |
| Letters of Credit | February 09, 2022 | 11:00AM |
| Writing Credit Memo Part 2 | February 09, 2022 | 2:30PM |



WEBINAR SCHEDULE

| Webinar Title | Date | Time |
|--|-------------------|----------|
| Lending Schedules Part 1 | February 10, 2022 | 11:00AM |
| Audit Report Writing | February 10, 2022 | 2:30PM |
| Lending Schedules Part 2 | February 11, 2022 | 11:00AM |
| CRE Appraisals: Components, Approaches to Value & Cap Rates | February 14, 2022 | 2:30PM |
| TRID Advanced Lessons | February 15, 2022 | 11:00AM |
| SAR Decision Making | February 15, 2022 | 2:30PM |
| Federal Benefit Garnishments | February 16, 2022 | 11:00AM |
| FDCPA and Regulation F Review and Update | February 16, 2022 | 2:30PM |
| Online Account Opening | February 17, 2022 | 2:30 PM |
| Characteristics of Strong Risk Assessments and Tools to Monitor and Report Results | February 22, 2022 | 11:00 AM |
| Deposit Operations Update | February 22, 2022 | 2:30 PM |
| Core Compliance Briefing | February 23, 2022 | 11:00AM |
| Health Savings Accounts | February 23, 2022 | 2:30PM |
| Fair Lending | February 23, 2022 | 2:30PM |
| Customer Dies | February 24, 2022 | 11:00AM |
| Writing Teller Training and Procedures | February 24, 2022 | 2:30 PM |
| Commercial Construction Lending | February 28, 2022 | 2:30PM |
| Adverse Action Notices | March 01, 2022 | 11:00 AM |
| BSA Emerging Issues | March 01, 2022 | 2:30 PM |
| New Accounts Part 1 | March 02, 2022 | 11:00AM |
| Consumer Real Estate Loans | March 02, 2022 | 2:30PM |
| IRA Reporting Requirements | March 03, 2022 | 11:00AM |
| A Passion for Women in Leadership - Encouraging the Next Generation of Women Leaders | March 03, 2022 | 2:30PM |
| CECL in the Call Report | March 04, 2022 | 11:00AM |
| The UCC for Lenders | March 08, 2022 | 2:30PM |
| Basic Excel Skills for Accountants | March 09, 2022 | 2:30 PM |
| IRA Beneficiary Payouts | March 10, 2022 | 11:00AM |
| New Accounts Part 2 | March 10, 2022 | 2:30PM |
| New Accounts Part 3 | March 11, 2022 | 11:00 AM |
| Residential Construction Lending | March 14, 2022 | 2:30 PM |
| Regulation CC --Annual Staff Training | March 15, 2022 | 2:30 PM |
| Wire Transfer Compliance | March 16, 2022 | 11:00 AM |
| CRA - Review and Update | March 16, 2022 | 2:30 PM |
| Writing New Account Procedures | March 17, 2022 | 11:00 AM |
| Check Fraud | March 23, 2022 | 11:00 AM |
| E-Sign for Lending - Challenges & Solutions | March 23, 2022 | 2:30PM |
| Three Key Risk Assessments in Your ERM Program: ERM, IT and Internal Controls | March 24, 2022 | 2:30PM |
| Annual Deposit Regulatory Training for the Staff | March 29, 2022 | 2:30PM |
| Understanding Commercial Loan Documents | March 29, 2022 | 11:00AM |
| Basic Bankruptcy for Bankers | March 30, 2022 | 11:00AM |
| Best-Ever Compliance Checklists for Commercial Loans | April 01, 2022 | 11:00 AM |
| Key Ratio Analysis | April 04, 2022 | 2:30 PM |
| Bank Accounting: Beyond the Basics Part 1 | April 05, 2022 | 11:00 AM |
| Handling Deceased Accounts | April 05, 2022 | 2:30PM |
| Power of Attorney | April 06, 2022 | 11:00 AM |
| Flood - Understanding the Basics | April 06, 2022 | 2:30PM |
| Bank Accounting: Beyond the Basics Part 2 | April 07, 2022 | 2:30 PM |
| Commercial Loan Defaults and Workouts | April 08, 2022 | 11:00 AM |
| Bank Accounting: Beyond the Basics Part 3 | April 11, 2022 | 2:30PM |
| Overdrafts | April 12, 2022 | 11:00AM |
| New BSA Officer Training | April 12, 2022 | 2:30PM |
| Trust Accounts | April 13, 2022 | 11:00AM |
| Untangling the Web of Fee Disclosures | April 13, 2022 | 2:30PM |
| Bank Accounting: Beyond the Basics Part 4 | April 14, 2022 | 11:00AM |
| Opening Fiduciary Accounts | April 14, 2022 | 2:30PM |
| Commercial & Business Lending Basics for Support Personnel | April 18, 2022 | 2:30PM |
| Core Compliance Briefing | April 20, 2022 | 11:00AM |
| Excel Explained: Minimize Spreadsheet Errors | April 20, 2022 | 2:30PM |
| Marijuana/Hemp Update | April 21, 2022 | 2:30PM |
| E-Sign for Deposit Accounts - Challenges & Solutions | April 27, 2022 | 2:30PM |
| CRE Lending: Cash Flow Analysis & Cap Rates | May 02, 2022 | 2:30PM |



WEBINAR SCHEDULE

| Webinar Title | Date | Time |
|---|-----------------|----------|
| Fair Lending | May 04, 2022 | 11:00AM |
| Lending 101 | May 04, 2022 | 2:30PM |
| Call Report for Beginners Part 1 | May 05, 2022 | 11:00AM |
| Basic Personal & Business Tax Return Analysis | May 09, 2022 | 2:30 PM |
| Notary Public | May 11, 2022 | 11:00AM |
| Reg E | May 11, 2022 | 2:30PM |
| Call Report for Beginners Part 2 | May 12, 2022 | 11:00AM |
| Excel Explained: Pivot Tables 101 | May 16, 2022 | 2:30PM |
| Loan Codes and Risk Weights | May 17, 2022 | 11:00AM |
| CRE Lending: Property Types, Lease Structures and Other Non-Financial Risks | May 18, 2022 | 11:00 AM |
| Payday Lending and Regulation OO 2022 Update | May 18, 2022 | 2:30PM |
| Call Report for Beginners Part 3 | May 19, 2022 | 11:00AM |
| Loan Participations for Community Banks | May 23, 2022 | 2:30 PM |
| Understanding Commercial Real Estate Loan Documents | May 24, 2022 | 11:00 AM |
| CRA Nuts & Bolts – Five Steps to Pass the Exam | May 25, 2022 | 2:30 PM |
| Call Report for Beginners Part 4 | May 26, 2022 | 2:30PM |
| Loan Documentation for the Agricultural Lender | June 01, 2022 | 2:30 PM |
| TRID Hot Spots | June 02, 2022 | 11:00AM |
| Call Report for Beginners Part 5 | June 02, 2022 | 2:30PM |
| How to Craft an Effective Commercial Loan Write-Up | June 06, 2022 | 2:30PM |
| Call Report Current Matters and Common Questions | June 08, 2022 | 11:00AM |
| Regulation Z Rules for Home Equity Lines of Credit | June 09, 2022 | 2:30PM |
| Core Compliance Briefing | June 14, 2022 | 11:00 AM |
| Elder Financial Exploitation | June 15, 2022 | 2:30 PM |
| Schedule RC-R Part I | June 16, 2022 | 11:00 AM |
| Schedule RC-R Part II | June 17, 2022 | 11:00 AM |
| Minimize Data Entry in Excel | June 20, 2022 | 2:30 PM |
| Right of Setoff | June 22, 2022 | 11:00AM |
| Treasury Management: A Powerful Tool to Increase Deposits and Fee Income | June 23, 2022 | 2:30PM |
| Escrows | June 30, 2022 | 11:00AM |
| Schedules RI and RC: The Anchor Schedules and Why we Re-Class Accounts | July 06, 2022 | 2:30PM |
| Problem Loan Work-Out in Today's Market | July 11, 2022 | 2:30PM |
| What You Need to Know About Escrows? | July 13, 2022 | 2:30 PM |
| Federal Benefit Garnishments | July 14, 2022 | 11:00 AM |
| Introduction to Commercial Lending | July 18, 2022 | 2:30 PM |
| Schedule RC-C Part I | July 19, 2022 | 11:00AM |
| Best-Ever Compliance Checklists for Consumer Loans | July 20, 2022 | 2:30PM |
| Customer Dies | July 21, 2022 | 11:00 AM |
| CRE Appraisals: Regulations and the Review Process | July 25, 2022 | 2:30 PM |
| Excel for Sales Professionals | July 28, 2022 | 2:30PM |
| CRE Appraisals: Components, Approaches to Value & Cap Rates | August 01, 2022 | 2:30PM |
| Excel Explained: Speed Tips | August 03, 2022 | 2:30PM |
| Advertising | August 04, 2022 | 11:00AM |
| Bank Accounting for Beginners Part 1 | August 05, 2022 | 11:00AM |
| Total TRID Part 1 | August 08, 2022 | 2:30PM |
| Total TRID Part 2 | August 09, 2022 | 2:30 PM |
| Total TRID Part 3 | August 10, 2022 | 2:30PM |
| FFIEC's Business Continuity Management Exam Objectives | August 11, 2022 | 2:30 PM |
| Total TRID Part 4 | August 11, 2022 | 2:30 PM |
| Bank Accounting for Beginners Part 2 | August 12, 2022 | 11:00 AM |
| Check Fraud | August 16, 2022 | 11:00AM |
| Core Compliance Briefing | August 17, 2022 | 11:00AM |
| Consumer Real Estate Loans | August 18, 2022 | 2:30 PM |
| Bank Accounting for Beginners Part 3 | August 19, 2022 | 11:00AM |
| Advanced Financial Statement Analysis | August 22, 2022 | 2:30PM |
| Reg E Compliance - Five Best Practices for Handling Disputes | August 24, 2022 | 11:00 AM |
| Audit Report Writing | August 25, 2022 | 2:30 PM |
| Bank Accounting for Beginners Part 4 | August 26, 2022 | 10:00 AM |
| Credit Analysis Basics | August 29, 2022 | 2:30PM |



WEBINAR SCHEDULE

| Webinar Title | Date | Time |
|---|--------------------|----------|
| IRA Part 1 - The Basics | August 30, 2022 | 11:00AM |
| Commercial Construction Lending | September 07, 2022 | 11:00AM |
| IRA Part 2 - Rollovers | September 09, 2022 | 11:00AM |
| Advanced Cash Flow Analysis | September 12, 2022 | 2:30PM |
| Statement of Cash Flows and Consolidations | September 16, 2022 | 11:00AM |
| Accounting Basics/Refresher for Bankers | September 19, 2022 | 2:30PM |
| Fair Lending for Commercial Loans - What's new? | September 20, 2022 | 2:30 PM |
| Loan Documentation 101: Basic Secured Loan Documentation | September 21, 2022 | 2:30PM |
| Loan Documentation 101: Business Collateral | September 22, 2022 | 11:00 AM |
| Excel 101: Introduction to Spreadsheets | September 26, 2022 | 2:30PM |
| Best-Ever Compliance Checklists for Commercial Loans | September 27, 2022 | 2:30 PM |
| TRID for Beginners | September 29, 2022 | 11:00 AM |
| IRA Part 3 - Distributions | September 30, 2022 | 11:00 AM |
| Power of Attorney | October 04, 2022 | 11:00AM |
| Diving into the 3-Day Requirements for a Mortgage Loan | October 05, 2022 | 11:00 AM |
| Top 10 Most Frequent Flood Issues | October 05, 2022 | 2:30 PM |
| Trust Accounts | October 06, 2022 | 11:00 AM |
| TRID Construction Loans | October 13, 2022 | 11:00AM |
| Advanced Tax Return Analysis | October 17, 2022 | 2:30PM |
| Core Compliance Briefing | October 19, 2022 | 11:00 AM |
| Internal Controls over Financial Reporting and COSO 2013 for Banks | October 19, 2022 | 2:30 PM |
| IRA Part 4 - Auditing Files | October 20, 2022 | 11:00 AM |
| Legal Essential for Lenders | October 20, 2022 | 2:30 PM |
| Loan Structure, Documentation, and Compliance Training | October 24, 2022 | 2:30PM |
| E Sign for Lending - Challenges & Solutions | October 26, 2022 | 2:30 PM |
| Strategic Planning for FI - It's All About Your Strategy | October 27, 2022 | 2:30PM |
| Current Discrimination Issues | November 02, 2022 | 2:30 PM |
| Advanced Commercial Loan Documentation | November 02, 2022 | 11:00 AM |
| CRE Lending: Cash Flow Analysis & Cap Rates | November 07, 2022 | 2:30PM |
| New Accounts Part 1 | November 08, 2022 | 11:00AM |
| New Accounts Part 2 | November 09, 2022 | 11:00 AM |
| E-Sign for Deposit Accounts - Challenges & Solutions | November 09, 2022 | 2:30PM |
| Strategies for Succession Planning and Talent Management | November 10, 2022 | 11:00AM |
| New Accounts Part 3 | November 14, 2022 | 2:30 PM |
| Lending 101 | November 16, 2022 | 2:30 PM |
| Commercial and Industrial (C&I) Lending in Today's Competitive Market | November 21, 2022 | 2:30PM |
| Comm. & Bus. Lending Basics for Support Personnel | November 28, 2022 | 2:30 PM |
| Regulation E | November 30, 2022 | 11:00 AM |
| ATR QM | December 01, 2022 | 11:00AM |
| Notary Public | December 06, 2022 | 11:00AM |
| Effective Tools for Researching Compliance Questions | December 07, 2022 | 2:30 PM |
| BW: Regulation B - Small Business Loan Data Collection and Reporting | December 09, 2022 | 11:00 AM |
| BW: Call Report 2022 Year-end Update and a look into 2023 | December 13, 2022 | 11:00AM |
| Core Compliance Briefing | December 15, 2022 | 11:00AM |

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| Webinar Title | Date | Time |
|--|--------------------|----------|
| Credit Analysis Basics | January 04, 2022 | 2:30PM |
| SAR Decision Making | January 11, 2022 | 11:00 AM |
| BSA Officer Annual Training | January 18, 2021 | 11:00AM |
| IRA Update | January 20, 2022 | 11:00 AM |
| CTRs Line by Line | February 17, 2022 | 11:00 AM |
| Handing Deceased Accounts | February 22, 2022 | 11:00 AM |
| Opening Business Accounts --The Basics | March 01, 2022 | 11:00 AM |
| IRA Beneficiary Payout Options | March 04, 2022 | 11:00 AM |
| Introduction to Consumer Lending | March 07, 2022 | 2:30 PM |
| Online Account Opening | March 29, 2022 | 11:00 AM |
| BSA Hot Spots/Exam Issues | April, 05, 2022 | 11:00 AM |
| Annual Deposit Regulatory Training for the Staff | April, 14, 2022 | 11:00 AM |
| Introduction to Member Business Lending | April, 18, 2022 | 2:30PM |
| Creating the Right ERM Program for YOUR Credit Union | April, 28, 2022 | 2:30PM |
| Basic Personal & Business Tax Return Analysis | May 02, 2022 | 2:30PM |
| IRA Part 1 - Basics | August 31, 2022 | 11:00 AM |
| Strategic Planning for FI - It's All About Your Strategy | September 13, 2022 | 2:30PM |
| IRA Part 2 - Distributions | October 07, 2022 | 11:00 AM |

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