



DISTANCE LEARNING SCHEDULE SPRING 2024

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.

<u>AGILE PROJECT MANAGEMENT CERTIFICATE (ACE CREDIT)</u>
<u>ASSET MANAGEMENT CERTIFICATE</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</u>
<u>BUSINESS COMMUNICATION CERTIFICATE</u>
<u>COMPLIANCE ESSENTIALS CERTIFICATE</u>
<u>COMPUTER SKILLS FOR THE OFFICE CERTIFICATE</u>
<u>CORE CONCEPTS AND ETHICS FOR FIDUCIARY ADVISORS CERTIFICATE</u>
<u>CREATIVITY AND INNOVATION CERTIFICATE</u>
<u>CREDIT ANALYSIS CERTIFICATE</u>
<u>CUSTOMER SERVICE REPRESENTATIVE CERTIFICATE</u>
<u>CYBERSECURITY CERTIFICATE</u>
<u>DATA ANALYTICS CERTIFICATE (REVISED)</u>
<u>DEPOSIT COMPLIANCE CERTIFICATE</u>
<u>DIGITAL BANKER CERTIFICATE</u>
<u>DIVERSITY AND INCLUSIONS HR MANAGEMENT CERTIFICATE</u>

<u>EMERGING TECHNOLOGY FOR MANAGERS CERTIFICATE</u>
<u>FIDUCIARY PRINCIPLES AND ETHICS CERTIFICATE</u>
<u>FIDUCIARY RELATIONSHIP MANAGEMENT CERTIFICATE</u>
<u>FIDUCIARY RISK AND COMPLIANCE CERTIFICATE</u>
<u>FINANCIAL AND CREDIT RISK MANAGEMENT CERTIFICATE</u>
<u>FINANCE ESSENTIALS FOR NON-FINANCIAL MANAGERS CERTIFICATE</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>HR MANAGEMENT (ACE CREDIT®)</u>
<u>HR SKILLS FUNDAMENTAL CERTIFICATE</u>
<u>HR SKILLS™ BEST PRACTICES CERTIFICATE</u>
<u>HUMAN RESOURCES ETHICS CERTIFICATE</u>
<u>INTEGRATED WEALTH PLANNING AND ADVICE CERTIFICATE</u>
<u>INTRODUCTION TO ACCOUNTING CERTIFICATE</u>
<u>INTRODUCTION TO BUSINESS ANALYSIS CERTIFICATE</u>
<u>INTRODUCTION TO FINANCIAL SERVICES CERTIFICATE</u>
<u>INTRODUCTION TO FINANCIAL SERVICES OPERATIONS CERTIFICATE</u>
<u>LEADERSHIP CERTIFICATE (ACE CREDIT®)</u>

<u>LENDING COMPLIANCE CORE CONCEPTS CERTIFICATE</u>
<u>MANAGING THE HYBRID WORKFORCE CERTIFICATE</u>
<u>MANAGEMENT SKILLS (ACE CREDIT®)</u>
<u>MORTGAGE LENDING COMPLIANCE CERTIFICATE</u>
<u>ONLINE TRAINING CERTIFICATE</u>
<u>OPERATIONAL RISK MANAGEMENT CERTIFICATE</u>
<u>PERSONAL BANKER CERTIFICATE</u>
<u>PRIVATE BANKER CERTIFICATE</u>
<u>PROJECT MANAGEMENT (ACE CREDIT®)</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>TRUST ADMINISTRATION CERTIFICATE</u>
<u>UNIVERSAL BANKER CERTIFICATE</u>
<u>WEB DESIGN CERTIFICATE</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>

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 **\$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)
The Banking Industry	01/02/24	01/26/24	4 Weeks	3	255.00	345.00
Building a Bank-Wide Data Management Program	01/08/24	02/02/24	4 Weeks	3	895.00	1,195.00
Marketing in Banking	01/08/24	02/02/24	4 Weeks	3	375.00	475.00
Introduction to Agricultural Lending	01/15/14	03/08/24	8 Weeks	3	795.00	895.00
Analyzing Bank Performance	01/22/24	03/08/24	7 Weeks	3	775.00	875.00
Bank Lines of Business	01/22/24	02/16/24	4 Weeks	1	225.00	345.00
Managing Funding, Liquidity, and Capital	01/22/24	02/23/24	5 Weeks	4	795.00	995.00
Building Customer Relationships	01/29/24	02/23/24	4 Weeks	3	255.00	345.00
Marketing	01/29/24	04/15/24	4 Weeks	3	795.00	895.00
Money and Banking	01/29/24	05/17/24	16 Weeks	3	795.00	895.00
Commercial Lending	02/05/24	04/26/24	12 Weeks	3	795.00	895.00
IRA Online Institute	02/19/24	05/12/24	12 Weeks	3	1795.00	1995.00
Bank Lines of Business	03/04/24	03/29/24	4 Weeks	1	255.00	345.00
Consumer Lending	03/04/24	06/21/24	16 Weeks	3	795.00	895.00
General Accounting	03/11/24	06/28/24	16 Weeks	3	795.00	895.00
Introduction to Mortgage Lending	03/11/24	05/17/24	10 Weeks	3	795.00	895.00
Legal Foundations in Banking	03/18/24	05/24/24	10 Weeks	3	795.00	895.00
Managing the Bank's Investment Portfolio	03/18/24	04/19/24	5 Weeks	8.0 CERP	1070.00	1270.00
Marketing Management	03/18/24	04/12/24	4 Weeks	1	375.00	475.00
The Banking Industry	04/01/24	04/26/24	4 Weeks	3	255.00	345.00
Managing Interest Rate Risk	04/08/24	05/31/24	8 Weeks	3	795.00	995.00
Building Customer Relationships	04/29/24	05/24/24	4 Weeks	3	255.00	345.00

ABA INSTRUCTOR-LED ONLINE CLASSES

Course Title	Start Date	End Date	Length	Credits	Price (Member)	Price (Nonmember)
Analyzing Financial Statements	05/06/24	08/23/24	16 Weeks	3	795.00	895.00
Analyzing Bank Performance	05/13/24	06/28/24	7 Weeks	3	775.00	875.00



INSTRUCTOR-LED ONLINE CLASSES

Course Title	Start Date	End Date	Length	Credits	Price (Member)	Price (Nonmember)
Business Communication	01/08/24	03/25/24	12 Weeks	3	\$795	\$895
Financial Accounting	01/22/24	04/08/24	12 Weeks	3	\$795	\$895
Residential Mortgage Lending	01/22/24	04/08/24	12 Weeks	3	\$795	\$895
Economics	01/29/24	04/15/24	12 Weeks	3	\$795	\$895
Marketing	01/29/24	04/15/24	4 Weeks	3	\$795	\$895
Real Estate Law	02/05/24	04/22/24	12 Weeks	3	\$795	\$895
Economics	03/04/24	05/20/24	12 Weeks	3	\$795	\$895
Financial Accounting	03/25/24	06/10/24	12 Weeks	3	\$795	\$895
Marketing	04/08/24	06/24/24	4 Weeks	3	\$795	\$895
Residential Mortgage Lending	04/22/24	07/08/24	12 Weeks	3	\$795	\$895
Business Communication	04/29/24	07/15/24	12 Weeks	3	\$795	\$895
Economics	04/29/24	07/15/24	12 Weeks	3	\$795	\$895
Marketing	05/20/24	08/05/24	4 Weeks	3	\$795	\$895

CFT/MIAMI DADE COLLEGE MICROCOMPUTER ACADEMY

MICROSOFT OFFICE

Microsoft Access – Level 1, 2 & 3	Hours may vary.	Prices may vary.
Microsoft Excel – Level 1, 2 & 3	Hours may vary.	Prices may vary.
Microsoft Office – Level 1, 2 & 3	Hours may vary.	Prices may vary.
Microsoft Outlook – Level 1, 2 & 3	Hours may vary.	Prices may vary.
Microsoft PowerPoint – Level 1, 2 & 3	Hours may vary.	Prices may vary.
Microsoft Word – Level 1, 2 & 3	Hours may vary.	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 & literacy services, securities & insurance licensing, professional development and software training. With over 122 years of experience, CFT is your leading resource for innovative education and training, no matter where you are located. Our career-enhancing solutions will exceed your expectations!

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ABA eLEARNING SELF PACED ONLINE COURSES

CFT/ABA's self-paced online course library of cost-effective banking, business, and trust courses deliver concepts that can be immediately applied on the job. ABA eLearning provides enhanced support with tools like our unique, role-based training roadmaps that guide users through a proven training path; blended learning extensions that enable immediate facilitated practice and application of learning in a classroom environment; and world-class implementation support that ensures the success of your training program. Enroll for individual courses, sets of courses offered as certificates, or contact us for contract pricing (bank-wide license). Please be advised that there is a **\$14.00** individual registration fee for all eLearning classes.

BUSINESS BANKING & COMMERCIAL LENDING					
Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
GENERAL					
ABA Certificate in Business and Commercial Lending	\$1295	\$1595	33	2.00	3.75 CERP (self-paced)
ABA Small Business Banker Certificate	\$495	\$695	11	0.50	1.5 CFMP, 3.75 CSOP, 11 CTFA
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	\$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	\$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- 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
THE LENDING DECISION PROCESS SERIES (RMA) (ALL SERIES)					
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

ABA eLEARNING SELF PACED ONLINE COURSES

THE LENDING DECISION PROCESS SERIES (RMA) (ALL SERIES)					
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 BSA and AML Compliance	\$1,595	\$2,095	10	0.00	10.25 CAFF, 10.25 CRCM, 3.25 CFTA, 3.00 CCTS, 2.25 CSOP, 1.00 CERP
ABA Certificate in Compliance Essentials	\$1,995	\$2,595	12.30	0.00	16.50 CRCM, 11.25 CERP, 3 CAFF, 1.75 CCTS, 1 CFMP
ABA Certificate in Deposit Compliance	\$995	\$1,295	5.35	0.50	7.25 CRCM, 4.25 CERP, 3.00 CAFF, 1.75 CSOP, 1 CFMP
ABA Certificate in Fraud Prevention	\$795	\$1,095	5.20	0.00	4.25 CAFF, 4.25 CERP, 1.50 CRCM
ABA Certificate in Lending Compliance Core Concepts	\$1,095	\$1,395	8.25	1	10.75 CRCM, 6.25 CERP, 2.25 CAFF
ABA Certificate in Mortgage Lending Compliance	\$1,995	\$2,595	13.45	0.00	17.5 CRCM, 8.75 CERP, 2.25 CAFF
Bank Bribery Act for Compliance Professionals	\$275	\$375	0.30	0.00	0.75 CRCM
Bank Protection Act for Compliance Professionals	\$275	\$375	0.30	0.00	0.75 CRCM
BSA/ Anti-Money Laundering for Compliance Professionals	\$275	\$375	1.20		1.75 CRMP, CAEP, CERP
CAN-SPAM Act for Compliance Professionals	\$275	\$375	0.30	0.00	0.75 CFMP, CRCM
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
Fair Debt Collection Practices Act for Compliance Professionals	\$275	\$375	0.35	N/A	0.75 CRCM
Fair Housing Act for Compliance Professionals	\$275	\$375	0.25	0.00	0.5 CRCM
FDIC Coverage for Compliance Professionals	\$275	\$375	0.50	0.00	1.00 CFMP, CRCM, CSOP
Federal Benefit Payment Garnishment Rule FFIEC for Compliance Professionals	\$275	\$375	0.40	0.00	1.00 CRCM
Flood Disaster Protection Act for Compliance Professionals	\$275	\$375	1	0.00	1.25 CERP, CRCM
Home Mortgage Disclosure Act (HMDA) for Compliance Professionals	\$275	\$375	2	0.25	2.5 CRCM
Homeowners Protection Act for Compliance Professionals	\$275	\$375	0.40	0.00	1.00 CRCM
Loans to Insiders (Reg O) for Compliance Professionals	\$275	\$375	2	0.00	1.25 CRCM, CLBB
Military Lending Act for Compliance Professionals	\$275	\$375	0.35	0.00	0.75 CRCM
Navigating Laws, Rules, and Regulations for Compliance Professionals	\$275	\$375	1		1.25 CRMP, CERP
Office of Foreign Assets Control (OFAC) for Compliance Professionals	\$275	\$375	0.45	0.00	1.0 CRCM, CSOP, CCTS, CFSSP, CAFF
Office of Foreign Assets Control (OFAC) for Compliance Professionals	\$275	\$375	0.45	0.00	1.0 CRCM, CSOP, CCTS, CAFF
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 Foundations and Closed-End Non-Mortgage Credit for Compliance Professionals	\$275	\$375	1.15		1.50 CRCM
Reg Z Open-End Credit for Compliance Professionals	\$275	\$375	1.40	0.00	2.0 CRCM
Reg Z TILA RESPA Integrated Disclosures (TRID) for Compliance Professional	\$275	\$375	1.10		1.50 CRCM
Reserve Requirement for Depository Institutions Act (Reg D) for Compliance Professionals	\$275	\$375	0.20	0.00	0.5 CRCM, CSOP

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
Secure and Fair Enforcement for Mortgage Licensing Act (SAFE Act)/Reg G for Compliance Professionals	\$275	\$375	0.40	0.00	1.00 CRCM
Servicemembers Civil Relief Act (SCRA) for Compliance Professionals	\$275	\$375	1.40	0.00	2.0 CRCM
Title III of the Americans with Disabilities Act for Compliance Professional	\$275	\$375	0.45	N/A	1 CRCM, CERP
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	10	0.50	10.25 CAFF, 10.25 CRCM, 3.25 CFTA, 3.00 CCTS, 2.25 CSOP, 1.00 CERP
ABA Certificate in Financial and Credit Risk Management	\$1,295	\$1,795	5.15	0.50	7.0 CERP
ABA Certificate in Fraud Prevention	\$795	\$1,095	5.20	0.50	4.25 CAFF, 4.25 CERP, 1.50 CRCM
Certificate in Operational Risk Management	\$1,595	\$2,095	10	0.50	9.25 CAFF; 12.75 CERP; 11.5 CRCM; 9.75 CSOP
CAFF Exam Online Prep	\$895	\$1,045	NA	0.00	N/A
CERP Exam Online Prep	\$895	\$1,045	NA	0.00	N/A
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 CAFF, CFSSP, CRCM, CSOP
Elements of an Operational Risk Management Program	\$275	\$375	1	0.00	1.0 CAFF; 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 CAFF, 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 CAFF; 1.5 CRCM; 1.5 CSOP
Oversight and Management of Operational Risk	\$275	\$375	1	0.00	1.25 CAFF, 1.25 CRCM, 1.25 CSOP
Payments and Settlements	\$275	\$375	1	0.00	1.0 CAFF, 1.0 CRCM, 1.0 CSOP, 1.0 CFSSP
Physical Security	\$275	\$375	1	0.00	1.0 CRCM, 1.0 CFSSP
Regulatory Exam Management	\$275	\$375	1	0.00	1.0 CAFF, 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 CAFF, CRCM, CSOP
RISK MANAGEMENT FRAMEWORKS					
ABA Certificate in Risk Management Frameworks	\$1,395	\$1,895	8.00	0.50	9.75 CERP, 4.50 CRCM
Board and Senior Management Oversight	\$275	\$375	0.40	0.00	1.0 CERP
Enterprise Risk Management Reporting	\$275	\$375	1.15	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
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	\$895	\$1,195	1.45	0.00	N/A
Beyond the Welcome: New Director Onboarding	N/A	\$75	0.09	0.00	N/A
Board Oversight: Bank Governance Structure	N/A	\$75	0.04	0.00	N/A
Board Oversight: BSA/AML/OFAC	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: Compliance Management	N/A	\$75	0.04	0.00	N/A
Board Oversight: Credible Challenge	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

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
Board Oversight: Fair Lending	N/A	\$75	0.05	0.00	N/A
Board Oversight: Fostering Innovation	N/A	\$75	0.03	0.00	N/A
Board Oversight: Insiders and Regulation O	N/A	\$75	0.07	0.00	N/A
Board Oversight: Managing Reputation Risk	N/A	\$75	0.04	0.00	N/A
Board Oversight: Post Compliance Exam Activities	N/A	\$75	0.05	0.00	N/A
Board Oversight: Preparing for the Compliance Exam	N/A	\$75	0.04	0.00	N/A
Digital Trends: Blockchain	N/A	\$75	0.05	0.00	N/A
Digital Trends: Cybersecurity	N/A	\$75	0.04	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 How to Serve and Work with People Living with Disabilities	\$95	\$130	0.45	0.00	1 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 On: Opening the Door to opportunity	\$55	\$75	0.30	0.00	0.75 CFMP
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)
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 CAFF, CRCM
BSA/AML: CIP Advanced	\$55	\$75	0.30	0.00	0.75 CCTS, CFSSP, CLBB, CRCM, CSOP, CTFA(FID), CAFF
BSA/AML: CIP Basics	\$55	\$75	0.40	0.00	0.75 CFSSP,CRCM,CAFF
BSA/AML: Communicating with Customers about CTRs	\$55	\$75	0.20	0.00	0.5 CFSSP,CRCM,CAFF
BSA/AML: Completing the CTR	\$95	\$130	0.45	0.00	1.0 CFSSP,CRCM,CAFF
BSA/AML: Exempting Customers from CTR Reporting	\$55	\$75	0.25	0.00	0.5 CCTS,CFSSP,CLBB,CRCM,CSOP,CFTA(FID), CAFF
BSA/AML: Fundamentals	\$55	\$75	0.30	0.00	0.75 CAFF, CCTS, CRCM, CSOP, CTFA
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), CAFF
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
Conscious Bias	\$55	\$75	0.30	0.00	N/A
Culturally Respectful Customer Service	\$95	\$130	0.55	0.00	N/A
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

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
Elder Financial Exploitation	\$55	\$75	0.25	0.00	0.5 CRCM, CTFA (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 Housing Act	\$55	\$75	0.25	0.00	N/A
Fair Lending Act	\$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, CAFF, 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 CAFF, CRDM
Identity Theft Red Flags and Information Security	\$95	\$130	0.45	0.00	1.0 CCTS, CRCM, CSOP, CAFF
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, CAFF
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 CAFF, CFSSP, CRCM
Reg CC: Exceptions to Funds Availability Schedules	\$35	\$55	0.5	0.00	0.10 CAFF, CFSSP, CRCM
Reg CC: Funds Availability Schedules	\$35	\$55	0.7	0.00	0.25 CAFF, 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 CAFF, CFSSP, CRCM

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
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	0.35	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 F: Fair Debt Collections Practices Act (FDCPA)	\$95	\$130	1	0.00	1.25 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
Right to Financial Privacy Act (RFP)	\$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					
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
ABA Certificate in Bank Financial Management	N/A	N/A	NA	0.00	72 CERP; 1CAFP, CCTS, CFMP, CFSSP, CISP, CSOP, CTFA
Ethical Issues for Bankers	\$55	\$75	0.25	0.00	1 CAFP, CCTS, CFMP, CISP, CLBB, CRCM, CRSF, CSOP
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	\$1,695	\$2,195	N/A	0.00	14.50 CERP
ABA-Wharton Emerging Leaders – Engaging and Motivating Talent	\$1,695	\$2,195	N/A	0.00	N/A
ABA-Wharton Emerging Leaders – Advanced Emerging Leadership	\$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

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFI	ICB
Emerging Leaders: Developing a Personal Value Proposition	\$135	\$185	0.15	0.00	0.50 CTFA
MORTGAGE LENDING					
ABA Residential Mortgage Lender Certificate	\$775	\$985	22	1	8.25 CTFA; 1.5 CAFF, CRCM; 1.25 CFMP, CSOP; 1.0 CCTS, CISP, CRSP
Effective Referrals Suite	\$55	\$75	0.15	0.00	0.5 CLBB
Ethical Issues for Bankers	\$55	\$75	0.25	0.00	1.0 CAFF, 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	\$105	\$143	1	0.00	N/A
Basics of Mortgage Processing	\$105	\$143	0.45	0.00	N/A
Determining Your Role in Fraud Prevention	\$105	\$143	0.30	0.00	N/A
Discovering FHA Programs	\$105	\$143	1	0.00	N/A
Essentials of Mortgage Lending	\$105	\$143	1.30	0.00	N/A
Explaining Loan Modifications	\$105	\$143	1	0.00	N/A
Mitigating Potential Fraud in Your Organization	\$105	\$143	0.30	0.00	N/A
Preparing the Closing Disclosure	\$105	\$143	1	0.00	N/A
Preparing the Loan Estimate	\$105	\$143	1	0.00	N/A
Processing and Underwriting Credit	\$105	\$143	1	0.00	N/A
Processing Income and Assets	\$105	\$143	1	0.00	N/A
Reviewing the Uniform Residential Appraisal Report	\$105	\$143	1	0.00	N/A
PAYMENT SYSTEMS					
Payment Systems Training Suite	\$295	\$395	1.20	0.00	2.0 CAFF; 1.0 CFMP; 1.0 CRCM
Payment Systems Trends	\$195	\$255	0.40	0.00	1 CAFF; CRCM
Payment Systems Emerging Products	\$195	\$225	0.40	0.00	1 CAFF; CFMP
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
GENERAL BANKING					
ABA Bank Solutions Provider Certificate	\$495	\$695	6	0.50	1.5 CAFF, 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 CAFF, CRCM; 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 CAFF, CRCM; 1.25 CSOP; 1.0 CCTS, CISP, CRSP, CTFA
ABA Certificate in Bank Financial Management	N/A	N/A	N/A	0.00	72 CERP; 1 CAFF, CCTS, CFMP, CFSSP, CISP, CRCM, CRSP, CSOP, CTFA
ABA Certificate in General Banking	N/A	N/A	N/A	0.00	15 CFMP
ABA Customer Service Representative Certificate	\$795	\$995	10	1.00	1.5 CAFF, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA
ABA Digital Banker Certificate	\$495	\$595	3	0.00	2.75 CFMP, 2.0 CAFF, 1.75 CRCM, 0.75 CSOP
ABA Foundational Certificate in Bank Marketing	N/A	N/A	17	0.00	49.00 CFMP; 1.25 CRCM, CSOP
ABA Personal Banker Certificate	\$795	\$995	13.5	0.00	1.5 CAFF, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA
ABA Universal Banker Certificate	\$795	\$995	9.5	0.00	1.5 CAFF, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, 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 Systems 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
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	0.25 CAFF, CFSSP, CRCM
Digital Banker Suite	\$195	\$275	1	0.00	1.75 CFMP

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
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 CAFP, 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 CAFP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, 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)
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
Growing Small Business Relationships Suite	\$95	\$130	0.50	0.00	N/A
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
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	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

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs/	Credit HRS ABA/CFT	ICB
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
The Power Network Habit Curriculum	\$249	\$399	2	0.00	3.25 CFMP
The SOS Habit	\$99	\$149	0.40	0.00	1.0 CFMP
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	\$1795	\$2395	9.00	0.00	13 CTFA, 0.50 CISP, 8.5 CRSP, 8.00CSOP
ABA Certificate and Fiduciary Relationship Management	\$1,295	\$1795	5.00	0.00	7.0 CTFA
ABA Certificate in Core Concepts for Fiduciary Advisors	\$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 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
ABA Private Banker Certificate	\$3,495	\$4,595	28.30	0.00	23.5 CTFA, 7 CRSP, 11.75 CERP, 3.75 CSOP, 2.5 CISP, 0.75 CCTS
ABA Health Savings Accounts (HSA) Expert Certificate	\$795	\$1,095	3.5	0.25	5.25 CISP, CRSP, CTFA
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
Account Acceptance and Termination	\$135	\$185	0.40	0.00	1.00 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	1.00 CRSP, CSOP, CTFA
Bond Selection and Analysis	\$135	\$185	0.50	0.00	1.00 CRSP, CSOP, CTFA (INV)
CTFA Exam Online Prep	\$895	\$1,045	N/A	N/A	N/A
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
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	1.10	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	1.10	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

ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non Member	Hrs.	Credit HRS ABA/CFT	ICB
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
The Role of a Private Banker	\$95	\$135	0.23	0.00	0.50 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	1.00 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			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
Reconciling Owner Equity for Agricultural Businesses	\$75	\$95	0.20	0.00	0.5 CLBB
Compliance Lending					
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
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	\$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	\$75	\$95	0.19	0.00	0.50 CRCM, 0.50 CERP
Understanding Debit Disputes and EFT Errors	\$75	\$95	0.17	0.00	0.50 CRCM, 0.50 CERP
Understanding the Difference Between Complains 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

ABA eLEARNING SELF PACED ONLINE COURSES

Marketing					
Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
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
Connecting with Your Audience in Community Banking	\$75	\$95	0.17	0.00	0.50 CFMP
Content Opportunities in Community Banking	\$75	\$95	0.15	0.00	0.50 CFMP
Conversion in Community Banking	\$75	\$95	0.23	0.00	0.50 CFMP
Marketing in the Age of Distraction	\$300	\$380	1.23	0.00	2.25 CFMP
Retail					
Body Language – Part 1 & 2	\$500	\$600	1.20	0.00	N/A
Body Language Basics – Part 1	\$300	\$380	0.48	0.00	N/A
Body Languages Mistakes & Gender Differences	\$75	\$95	0.18	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
Understanding Nonverbal Communication	\$75	\$95	0.7	0.00	N/A
Body Language Basics – Part 2	\$300	\$380	0.32	0.00	N/A
Body Language in Business	\$75	\$95	0.7	0.00	N/A
Four Steps to Better Body Language	\$75	\$95	0.7	0.00	N/A
Four Ways to Detect a Lie	\$75	\$95	0.9	0.00	N/A
Matching Your Words to Your Movement	\$75	\$95	0.9	0.00	N/A
Eight Essentials Crisis Communication Tips	\$75	\$95	0.20	0.00	0.50 CFMP
Five Reasons Why Online Appointment Scheduling is Essential	\$75	\$95	0.18	0.00	N/A
Game Plan for a Healthy Branch Experience	Free	\$95	0.18	0.00	0.50 CFMP
The Retail Playbook You Need to Succeed	\$300	\$380	1	0.00	1.25 CFMP
Tips for Winning One-on-One Meetings	\$75	\$95	0.10	0.00	0.25 CFMP
SANS Cybersecurity Training					
SANS Security Awareness Suite	\$55	\$75	0.35	0.00	1.0 CAFP, 1.0 CFSSP
SANS Security Awareness Interactive Games Suite	\$95	\$130	0.54	0.00	1.0 CAFP, 1.0 CFSSP
SANS Cybersecurity Compliance Suite	\$95	\$130	0.38	0.00	0.75 CAFP, 0.75 CFSSP
SANS Security Awareness - Special Consideration Suite	\$55	\$75	0.21	0.00	N/A
SANS Data Security IT Training Suite	\$55	\$75	0.19	0.00	0.5 CAFP, 0.5 CFSSP

IN HOUSE / ON-SITE TRAINING

We can address virtually every training issue.

Let us put our expertise in solving training challenges to work for you. Our faculty is made up of seasoned, dynamic professionals with years of experience and expertise in the financial services industry. Whether you're looking to train a topic or a specific audience, CFT has the content and **Subject Matter Expert** to help you!

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ASSISTED SELF-STUDY & *TESTING OUT

Assisted Self-Study: With assisted self-study, the student is expected to study on his/her own, yet he/she can contact an assigned instructor with any questions. Upon registering for a class, the student will receive a textbook, guidelines, and course assignments by chapter. The exams (usually a mid-term and a final) will be proctored by the student's supervisor or manager (or similar position) at his/her branch, department or other location convenient to both student and supervisor or manager. A CFT instructor, with expertise in the student's chosen course, will provide personal attention to the student whenever he/she requests it. The student will have phone and fax numbers, as well as an e-mail address when available, to communicate with his/her instructor. Upon completion of the class the student will receive a grade report. The grade will be based on all written work submitted for the course (exercises, quizzes, mid-term, final). A student may register for a self-study class at any time throughout the year. The registration form can be copied for multiple enrollments. The form must be completed in full, including the signatures of the student and a supervisor or manager who can approve the cost of the course.

A **\$150** 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	Title	Tuition
Accounting	795.00	Law & Banking: Applications	795.00
Accounting Basics	795.00	Law & Banking: Principles	795.00
Analyzing Financial Statements	795.00	Leading Your People to Success	725.00
Bank Management	795.00	Management	795.00
Business Communication	795.00	Managing Change	725.00
Business Ethics	725.00	Managing Performance & Productivity	725.00
Business Math	795.00	Marketing	795.00
Commercial Lending	795.00	Money & Banking	795.00
Communication Skills for Business	725.00	Motivating Your Staff	725.00
Consumer Lending	795.00	Organizational Behavior	795.00
Contemporary Advertising	795.00	Principles of Banking	795.00
Customer Service Excellence	725.00	Project Management	725.00
Customer Service Innovation	725.00	Project Management: New Product Development	795.00
e-Commerce	795.00	Project Management: Managerial Process	795.00
Economics	795.00	Real Estate Appraisal	795.00
Effective Business Writing	725.00	Real Estate Finance	795.00
Employment & Labor Law	795.00	Real Estate Law	795.00
Financial Markets and Institutions	795.00	Residential Mortgage Lending	795.00
Financial Planning	795.00	Sales Excellence	725.00
Fraud Examination	795.00	Selling Fundamentals	795.00
Future of Business, The	795.00	Statistics	795.00
Human Relations	795.00	Stress Management	725.00
Human Resource Development	795.00	Supervision	795.00
Human Resource Management	795.00	Teller Operations	725.00
Human Resource Selection	795.00	The 21 st Century Supervisor	725.00
Interviewing and Hiring Techniques	725.00	Wills, Trust, and Estate Administration	795.00
International Financial Management	795.00		

Shipping/Handling Fee: \$27.00 Testing Out Study Tuition: \$95.00

**Non-members add \$50.00 to Self-Study tuition and \$20.00 to Testing Out
Maximum time allowed for completion is 4-6 months
(Specific time noted on welcome letter. Prices are subject to change without notice)**