



# DISTANCE LEARNING SCHEDULE FALL 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.

<a href="#"><u>AGILE PROJECT MANAGEMENT CERTIFICATE (ACE CREDIT)</u></a>
<a href="#"><u>ASSET MANAGEMENT CERTIFICATE</u></a>
<a href="#"><u>BANK FINANCIAL MANAGEMENT CERTIFICATE</u></a>
<a href="#"><u>BANK SOLUTIONS PROVIDER CERTIFICATE</u></a>
<a href="#"><u>BANK TELLER CERTIFICATE</u></a>
<a href="#"><u>BRANCH MANAGER CERTIFICATE</u></a>
<a href="#"><u>BSA AND AML COMPLIANCE CERTIFICATE</u></a>
<a href="#"><u>BUSINESS AND COMMERCIAL LENDING CERTIFICATE</u></a>
<a href="#"><u>BUSINESS COMMUNICATION CERTIFICATE</u></a>
<a href="#"><u>COMPLIANCE ESSENTIALS CERTIFICATE</u></a>
<a href="#"><u>COMPUTER SKILLS FOR THE OFFICE CERTIFICATE</u></a>
<a href="#"><u>CORE CONCEPTS AND ETHICS FOR FIDUCIARY ADVISORS CERTIFICATE</u></a>
<a href="#"><u>CREATIVITY AND INNOVATION CERTIFICATE</u></a>
<a href="#"><u>CREDIT ANALYSIS CERTIFICATE</u></a>
<a href="#"><u>CUSTOMER SERVICE REPRESENTATIVE CERTIFICATE</u></a>
<a href="#"><u>CYBERSECURITY CERTIFICATE</u></a>
<a href="#"><u>DATA ANALYTICS CERTIFICATE (REVISED)</u></a>
<a href="#"><u>DEPOSIT COMPLIANCE CERTIFICATE</u></a>
<a href="#"><u>DIGITAL BANKER CERTIFICATE</u></a>
<a href="#"><u>DIVERSITY AND INCLUSIONS HR MANAGEMENT CERTIFICATE</u></a>

<a href="#"><u>EMERGING TECHNOLOGY FOR MANAGERS CERTIFICATE</u></a>
<a href="#"><u>FIDUCIARY PRINCIPLES AND ETHICS CERTIFICATE</u></a>
<a href="#"><u>FIDUCIARY RELATIONSHIP MANAGEMENT CERTIFICATE</u></a>
<a href="#"><u>FIDUCIARY RISK AND COMPLIANCE CERTIFICATE</u></a>
<a href="#"><u>FINANCIAL AND CREDIT RISK MANAGEMENT CERTIFICATE</u></a>
<a href="#"><u>FINANCE ESSENTIALS FOR NON-FINANCIAL MANAGERS CERTIFICATE</u></a>
<a href="#"><u>FOUNDATIONAL CERTIFICATE IN BANK MARKETING</u></a>
<a href="#"><u>FRAUD PREVENTION CERTIFICATE</u></a>
<a href="#"><u>GENERAL BANKING CERTIFICATE</u></a>
<a href="#"><u>HEALTH SAVINGS ACCOUNT (HSA) EXPERT CERTIFICATE</u></a>
<a href="#"><u>HR MANAGEMENT (ACE CREDIT®)</u></a>
<a href="#"><u>HR SKILLS FUNDAMENTAL CERTIFICATE</u></a>
<a href="#"><u>HR SKILLS™ BEST PRACTICES CERTIFICATE</u></a>
<a href="#"><u>HUMAN RESOURCES ETHICS CERTIFICATE</u></a>
<a href="#"><u>INTEGRATED WEALTH PLANNING AND ADVICE CERTIFICATE</u></a>
<a href="#"><u>INTRODUCTION TO ACCOUNTING CERTIFICATE</u></a>
<a href="#"><u>INTRODUCTION TO BUSINESS ANALYSIS CERTIFICATE</u></a>
<a href="#"><u>INTRODUCTION TO FINANCIAL SERVICES CERTIFICATE</u></a>
<a href="#"><u>INTRODUCTION TO FINANCIAL SERVICES OPERATIONS CERTIFICATE</u></a>
<a href="#"><u>LEADERSHIP CERTIFICATE (ACE CREDIT®)</u></a>

<a href="#"><u>LENDING COMPLIANCE CORE CONCEPTS CERTIFICATE</u></a>
<a href="#"><u>MANAGING THE HYBRID WORKFORCE CERTIFICATE</u></a>
<a href="#"><u>MANAGEMENT SKILLS (ACE CREDIT®)</u></a>
<a href="#"><u>MORTGAGE LENDING COMPLIANCE CERTIFICATE</u></a>
<a href="#"><u>ONLINE TRAINING CERTIFICATE</u></a>
<a href="#"><u>OPERATIONAL RISK MANAGEMENT CERTIFICATE</u></a>
<a href="#"><u>PERSONAL BANKER CERTIFICATE</u></a>
<a href="#"><u>PRIVATE BANKER CERTIFICATE</u></a>
<a href="#"><u>PROJECT MANAGEMENT (ACE CREDIT®)</u></a>
<a href="#"><u>RESIDENTIAL MORTGAGE LENDER CERTIFICATE</u></a>
<a href="#"><u>RISK MANAGEMENT FRAMEWORKS CERTIFICATE</u></a>
<a href="#"><u>SMALL BUSINESS BANKER CERTIFICATE</u></a>
<a href="#"><u>SUPERVISOR/TEAM LEADER CERTIFICATE</u></a>
<a href="#"><u>TRUST ADMINISTRATION CERTIFICATE</u></a>
<a href="#"><u>UNIVERSAL BANKER CERTIFICATE</u></a>
<a href="#"><u>WEB DESIGN CERTIFICATE</u></a>
<a href="#"><u>WHARTON EMERGING LEADERS CERTIFICATE – ADVANCED EMERGING LEADERSHIP</u></a>
<a href="#"><u>WHARTON EMERGING LEADERS CERTIFICATE – ENGAGING AND MOTIVATING TALENT</u></a>
<a href="#"><u>WHARTON EMERGING LEADERS CERTIFICATE – STRATEGY</u></a>

**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 **\$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)
IRA Online Institute	09/02/24	11/24/24	12 Weeks	36.75 CISP, 36.75 CRSP, 36.75 CTFA	1,795.00	1,995.00
The Banking Industry	09/02/24	09/27/24	4 Weeks	3	225.00	345.00
Analyzing Bank Performance	09/09/24	10/25/24	7 Weeks	3	895.00	1,075.00
Building a Bank-Wide Data Management Program	09/09/24	10/05/24	4 Weeks	3	895.00	1,195.00
Legal Foundations in Banking	09/23/24	11/08/24	10 Weeks	3	895.00	995.00
Introduction to Agricultural Lending	09/23/24	11/15/24	8 Weeks	3	895.00	995.00
Bank Lines of Business	10/07/24	11/01/24	4 Weeks	3	255.00	345.00
Commercial Lending	10/14/24	1/11/25	12 Weeks	3	895.00	995.00
Marketing Management	10/21/24	11/15/24	4 Weeks	1	375.00	475.00
Consumer Lending	10/28/24	2/28/25	16 Weeks	3	895.00	995.00
Managing Interest Rate Risk	10/28/24	12/20/24	8 Weeks	3	895.00	1,095.00
Money & Banking	10/28/24	2/28/25	16 Weeks	3	895.00	995.00
General Accounting	11/04/24	03/07/25	16 Weeks	3	895.00	995.00
Building Customer Relationships	11/25/24	12/20/24	4 Weeks	3	255.00	345.00
Analyzing Financial Statements	12/02/24	3/28/25	16 Weeks	3	895.00	995.00

Feeling unsure about where to start or overwhelmed with class selections? Take the next step by emailing [claguna@mdc.edu](mailto:claguna@mdc.edu) to schedule your personalized evaluation and career path guidance. We'll review your career goals, determine the best diploma or certificate route, and create a semester-based educational plan tailored just for you.



# INSTRUCTOR-LED ONLINE CLASSES

Course Title	Start Date	End Date	Length	Credits	Price (Member)	Price (Nonmember)
Business Communication	09/09/24	11/25/24	12 Weeks	3	895.00	995.00
Residential Mortgage Lending	09/09/24	11/25/24	12 Weeks	3	895.00	995.00
Economics	09/16/24	12/02/24	12 Weeks	3	895.00	995.00
Marketing	09/23/24	12/09/24	4 Weeks	15.0 CFMP	895.00	995.00
Real Estate Law	10/07/24	12/23/24	12 Weeks	3	895.00	995.00
Business Communication	10/28/24	1/13/25	12 Weeks	3	895.00	995.00
Marketing	10/28/24	1/13/25	12 Weeks	15.0 CFMP	895.00	995.00
Residential Mortgage Lending	10/28/24	1/13/25	12 Weeks	3	895.00	995.00
Financial Accounting	11/04/24	01/20/25	12 Weeks	3	895.00	995.00
Economics	11/18/24	02/03/25	12 Weeks	3	895.00	995.00
Marketing	11/18/24	02/03/25	12 Weeks	15.0 CFMP	895.00	995.00
Residential Mortgage Lending	12/02/24	02/17/25	12 Weeks	3	895.00	995.00

## 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

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## SELF-PACED ONLINE COURSES E-LEARNING



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. These classes are also available and posted for online registration on our website; [www.cftintl.org](http://www.cftintl.org).

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# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFP	ICB
<b>BUSINESS BANKING &amp; COMMERCIAL LENDING</b>					
<b>GENERAL</b>					
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 Suite	\$275	\$375	6.30	0.50	8.0 CLBB
<b>THE COMMERCIAL REAL ESTATE LENDING DECISION PROCESS (RMA) (ALL SERIES)</b>					
The Commercial Real Estate Lending Decision Process (Full Curriculum)	\$749	\$1,359	19	1	23.75 CLBB
The Commercial Real Estate Lending Decision Process (Core Curriculum)	\$699	\$1,259	14	0.25	17.5 CLBB
The 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 CRE 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
<b>THE LENDING DECISION PROCESS SERIES (RMA) (ALL SERIES)</b>					
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
<b>COMPLIANCE &amp; RISK MANAGEMENT</b>					
<b>ONLINE TRAINING FOR COMPLIANCE PROFESSIONALS</b>					
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



# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
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, CLB B
Community Reinvestment Act, Large Bank (CRA) for Compliance Professionals	\$275	\$375	1.40	0.00	2.0 CRCM, CLB B
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, CAFP
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, CAFP
Fair Credit Reporting Act (FCRA) for Compliance Professionals	\$275	\$375	2.30	0.25	3.0 CRCM
Fair Debt Collection Practices 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, CLB B
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, CAFP
Office of Foreign Assets Control (OFAC) for Compliance Professionals	\$275	\$375	0.45	0.00	1.0 CRCM, CSOP, CCTS, 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 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
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
<b>RISK MANAGEMENT</b>					
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	10	0.50	9.25 CAFP; 12.75 CERP; 11.5 CRCM; 9.75 CSOP
CAFP 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

# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
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
Cybersecurity 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
<b>RISK MANAGEMENT FRAMEWORKS</b>					
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
<b>FRONTLINE COMPLIANCE TRAINING</b>					
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	\$55	\$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
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 and 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

# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
BSA/AML: Completing the CTR	\$95	\$130	0.45	0.00	1.0 CFSSP, CRMC, CAFF
BSA/AML: Exempting Customers from CTR Reporting	\$55	\$75	0.25	0.00	0.5 CCTS, CFSSP, CLB, CRMC, CSOP, CFTA (FID), CAFF
BSA/AML: Fundamentals	\$55	\$75	0.30	0.00	0.75 CAFF, CCTS, CRMC, CSOP, CTFA
BSA/AML: Recordkeeping – Wires, Money Order, and other Challenges	\$55	\$75	0.20	0.00	0.5 CCTS, CFSSP, CLB, CRMC, CSOP, CFTA (FID)
BSA/AML: Reporting	\$55	\$75	0.20	0.00	0.5 CCTS, CFSSP, CLB, CRMC, CSOP, CFTA (FID), CAFF
BSA/AML: Risk Assessment and Customer Due Diligence	\$55	\$75	0.15	0.00	0.25 CCTS, CFSSP, CLB, CRMC, CSOP, CFTA (FID), CFAP
BSA/AML: SAR Filing	\$95	\$130	0.40	0.00	1.0 CCTS, CFSSP, CLB, CRMC, CSOP, CFTA (FID), CFAP
BSA/AML: USA PATRIOT ACT	\$55	\$75	0.20	0.00	0.5 CCTS, CFSSP, CLB, CRMC, CSOP, CFTA (FID), CFAP
Community Reinvestment Act (Reg BB)	\$55	\$75	0.30	0.00	0.5 CLB
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, CRMC, CSOP
E-Sign Compliance	\$55	\$75	0.35	0.00	0.75 CRMC
Elder Financial Exploitation	\$55	\$75	0.25	0.00	0.5 CRMC, CTFA (FP)
ECOA and Regulation B: Overview	\$55	\$75	0.35	0.00	0.75 CLB, CRMC
Extending Credit to Bank Insiders (Reg O)	\$35	\$55	0.15	0.00	0.5 CLB, CRMC
FCRA: Adverse Action	\$55	\$75	0.20	0.00	0.5 CRMC
FCRA: Affiliate/Third Party Information Sharing	\$35	\$55	0.15	0.00	0.5 CRMC
FCRA: Duties of Furnishers	\$35	\$55	0.15	0.00	0.5 CRMC
FCRA: Introduction and Overview	\$35	\$55	0.15	0.00	0.5 CRMC
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 CRMC
FCRA: Permissible Purpose	\$55	\$75	0.20	0.00	0.5 CRMC
FCRA: Prescreened Offers of Credit	\$35	\$55	0.15	0.00	0.5 CRMC
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	\$95	\$130	1.10	0.00	1.5 CLB
Fair Lending for Marketers	\$35	\$55	0.15	0.00	0.25 CFMP
FDIC Insurance Coverage	\$95	\$130	0.50	0.00	1.0 CRMC, 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 CLB
Fraud Prevention	\$55	\$75	0.50	0.00	0.75 CAFF
Good Faith Estimate and HUD-1	\$55	\$75	0.15	0.00	0.25 CRMC
Home Mortgage Disclosure Act (HMDA) Overview	\$55	\$75	0.30	0.00	1.0 CRMC
Homeowners Protection Act	\$95	\$130	0.30	0.00	0.75 CRMC, CFMP
Human Trafficking and Human Smuggling	\$95	\$130	1.00	0.00	1.25 CAFF, CRDM
Information Security and Red Flags	\$95	\$130	0.45	0.00	1.0 CCTS, CRMC, 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 CRMC
Mortgage Servicing: ARM Notices	\$55	\$75	0.30	0.00	0.75 CRMC
Mortgage Servicing: Early Intervention and Continuity of Contract	\$55	\$75	0.30	0.00	0.75 CRMC
Mortgage Servicing: Error Resolution	\$95	\$130	0.40	0.00	1 CRMC
Mortgage Servicing: Escrow Accounts	\$95	\$130	0.40	0.00	1 CRMC
Mortgage Servicing: Force-Placed Insurance	\$95	\$130	0.40	0.00	1 CRMC
Mortgage Servicing: Loan Origination and Servicing Transfers	\$95	\$130	0.45	0.00	1 CRMC
Mortgage Servicing: Loss Mitigation	\$95	\$130	0.45	0.00	1 CRMC
Mortgage Servicing: Overview	\$95	\$130	0.45	0.00	1 CRMC
Mortgage Servicing: Payment Crediting and Periodic Statements	\$95	\$130	0.40	0.00	1 CRMC
Mortgage Servicing: Successors in Interest	\$95	\$130	0.45	0.00	1 CRMC
Office of Foreign Assets Control (OFAC)	\$55	\$75	0.20	0.00	0.5 CCTS, CFSSP, CLB, CRMC, 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



# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
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
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, CAFF
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, CAFF
Reg E Error Resolution Requirements	\$55	\$75	0.25	0.00	0.5 CFSSP, CRCM, CAFF
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, CAFF
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 (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
<b>EXECUTIVE EDUCATION</b>					
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 eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
ABA Certificate in Bank Financial Management	N/A	N/A	NA	0.00	72 CERP; 1CAFP, CCTS, CFMP, CFSSP, CISP, CSOP, 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	\$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	\$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
<b>MORTGAGE LENDING</b>					
ABA Residential Mortgage Lender Certificate	\$775	\$985	22	1	8.25 CTFA; 1.5 CAFP, 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 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	\$245	\$345	6	0.50	7.25 CLBB, CTFA (FP)
<b>RESIDENTIAL LENDING COURSES (ALL REGS)</b>					
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
<b>DIGITAL MARKETING (MINDSET DIGITAL)</b>					
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
<b>GENERAL BANKING</b>					
ABA Bank Solutions Provider Certificate	\$495	\$695	6	0.50	1.5 CAFP, CFSSP, CRCM; 1.25 CSOP; 1.25 CFMP; 1.0 CCTS, CISP, CLBB, CRSP, CTFA
ABA Bank Teller Certificate	\$695	\$995	13	1.00	1.5 CAFP, 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 CAFP, 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 CAFP, 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 CAFP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA
ABA Digital Banker Certificate	\$225	\$325	1.5	0.00	2.75 CFMP, 2.0 CAFP, 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 CAFP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA
ABA Universal Banker Certificate	\$795	\$995	9.5	0.00	1.5 CAFP, 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

# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
CFMP Exam Online Prep	\$695	\$895	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	\$225	\$325	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
Robbery & Bank Security	\$95	\$130	0.45	0.00	N/A
Teller Basics Suite	\$150	\$200	5	0.00	N/A
<b>MANAGEMENT SKILLS</b>					
ABA Supervisor/Team Leader Certificate	\$895	\$1,095	9.30	1	1.5 CAFF, 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
<b>PRODUCT KNOWLEDGE</b>					
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
Introduction to Analyzing Financial Statements	\$195	\$245	3.15	0.25	3.75 CLBB, CSOP, CTFA (FP)
Personal Tax Returns Analysis	\$245	\$345	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
<b>SALES SKILLS</b>					
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	\$135	\$180	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
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 Suite	\$95	\$130	0.35	0.00	N/A
<b>WORKPLACE SKILLS</b>					
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
The Power Network Habit	\$249	\$399	2	0.00	3.25 CFMP
The SOS Habit	\$99	\$149	0.40	0.00	1.0 CFMP

# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
Verbal Communication Suite	\$55	\$75	0.20	0.00	N/A
Written Communication Suite	\$55	\$75	0.20	0.00	N/A
<b>WEALTH MANAGEMENT &amp; TRUST</b>					
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
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

# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
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 Trusts	\$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
<b>TRAINING SHORTS</b>					
<b>Agricultural Lending</b>					
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
Reconciling Owner Equity for Agricultural Businesses	\$75	\$95	0.20	0.00	0.5 CLBB
<b>Compliance Lending</b>					
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 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 se	\$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
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
<b>Retail</b>					
Body Language – Part 1 & 2	\$500	\$660	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



# ABA eLEARNING SELF PACED ONLINE COURSES

Course Name	Member	Non-Member	Hrs.	Credit HRS ABA/CFT	ICB
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
<b>SANS Cybersecurity Training</b>					
SANS Security Awareness Suite	\$55	\$75	0.35	0.00	1.0 CAFF, 1.0 CFSSP
SANS Security Awareness Interactive Games Suite	\$95	\$130	0.54	0.00	1.0 CAFF, 1.0 CFSSP
SANS Cybersecurity Compliance Suite	\$95	\$130	0.38	0.00	0.75 CAFF, 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 CAFF, 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!

### Customization – focusing on your needs.

CFT's faculty would be glad to customize any program, focusing on your specific issues, moving right to the heart of your training needs.

### It's hassle free and convenient.

We take care of the details and work with you every step of the way to make sure the training is just what you want it to be. We will present a program at a location and time that is most convenient for you and your staff, to include live virtual training.

### ROI-It's a prudent training investment.

What better way to keep your staff at their peak than with specialized training presented by experts on the issues that matter most to you. The bottom-line payoffs are tremendous.





## EDUCATION FAIR

**At our education fairs, you'll have the opportunity to:**

- Learn more about what CFT can do for you:
- Course offerings
- Certificate and Diploma programs
- Certifications and Degrees
- Programs by job role

**SCHEDULE AN EDUCATION FAIR AT YOUR INSTITUTION**



# 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
Accounting	895.00
Accounting Basics	895.00
Analyzing Financial Statements	895.00
Bank Management	895.00
Business Communication	895.00
Business Ethics	895.00
Business Math	895.00
Commercial Lending	895.00
Communication Skills for Business	895.00
Consumer Lending	895.00
Contemporary Advertising	895.00
Customer Service Excellence	895.00
Customer Service Innovation	895.00
e-Commerce	895.00
Economics	895.00
Effective Business Writing	895.00
Employment & Labor Law	895.00
Financial Markets and Institutions	895.00
Financial Planning	895.00
Fraud Examination	895.00
Future of Business, The	895.00
Human Relations	895.00
Human Resource Development	895.00
Human Resource Management	895.00
Human Resource Selection	895.00
Interviewing and Hiring Techniques	895.00
International Financial Management	895.00

Title	Tuition
Law & Banking: Applications	895.00
Law & Banking: Principles	895.00
Leading Your People to Success	895.00
Management	895.00
Managing Change	895.00
Managing Performance & Productivity	895.00
Marketing	895.00
Money & Banking	895.00
Motivating Your Staff	895.00
Organizational Behavior	895.00
Principles of Banking	895.00
Project Management	895.00
Project Management: New Product Development	895.00
Project Management: Managerial Process	895.00
Real Estate Appraisal	895.00
Real Estate Finance	895.00
Real Estate Law	895.00
Residential Mortgage Lending	895.00
Sales Excellence	895.00
Selling Fundamentals	895.00
Statistics	895.00
Stress Management	895.00
Supervision	895.00
Teller Operations	895.00
The 21 <sup>st</sup> Century Supervisor	895.00
Wills, Trust, and Estate Administration	895.00

**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)**