

Upcoming Online Seminars

(October 2022)

Co-Sponsored By:



Graduate School of Banking
at the University of Wisconsin – Madison

Upcoming Programs (listed in start date order):

For additional information— including detailed seminar descriptions and presenter bios— and to register online, please visit <https://www.gsb.org/schools-programs/online-seminars/choose-a-seminar/>

All times listed are Central Time

Key Ratio Analysis: Calculating and Interpreting the Numbers Correctly

with David Osburn, on October 3 from 2:00-3:00 p.m. Central Time

CRE Appraisals: Overview of Evaluations and Other Valuation Options

with Richard Hamm, on October 4 from 10:30 a.m.-12:00 p.m. Central Time

CRE Lending: Developing a Global Analysis of Property Holdings

with Richard Hamm, on October 4 from 8:30-10:00 a.m. Central Time

Personal Tax Returns and Cash Flow: Advanced Personal Cash Flow Issues, Including Capital Gains

with Richard Hamm, on October 4 from 1:00-2:30 p.m. Central Time

Fundamentals of Interest Rate Swaps and Caps

with Dan Dwyer, on October 4 & 5 from 2:00-3:30 p.m. Central Time

The Current Need for Capital Stress Testing

with Zach Englert, on October 5 from 2:00-3:30 p.m. Central Time

Onboarding Your New Hire - An Experience or an Afterthought?

with Vicki Kraai, on October 5 from 2:00-3:30 p.m. Central Time

How to Have Difficult Conversations

with Patrice McGuire, on October 7 from 9:30-11:00 a.m. Central Time

Prospecting: Develop a Winning Strategy and Activity Plan

with Joe Micallef, on October 10 from 2:00-3:30 p.m. Central Time

Business Financial Statements and Tax Returns: Developing and Analyzing a Statement of Cash Flows

with Richard Hamm, on October 11 from 10:30 a.m.-12:00 p.m. Central Time

Commercial Lending: Introduction to Global Cash Flow

with Richard Hamm, on October 11 from 1:00-2:30 p.m. Central Time

Construction Lending: Issues in Underwriting Commercial Construction Loans

with Richard Hamm, on October 11 from 8:30-10:00 a.m. Central Time

Managing Your Ag Loan Portfolio 2022 and Beyond

with Rob Newberry, on October 11 from 10:00-11:00 a.m. Central Time
watch GSB website for details

Epic Fail: Recalibrating Team Focus

with Nan Gesche, on October 11 from 2:00-3:30 p.m. Central Time

Basic Personal & Business Tax Return Analysis

with David Osburn, on October 12 from 10:00-11:30 a.m. Central Time

Interviewing Skills for Better Hires

with Patrice McGuire, on October 14 from 9:30-11:00 a.m. Central Time

Reporting Critical Information Security Areas Upstream

with SBS CyberSecurity, on October 14 from 10:00-11:30 a.m. Central Time

Prospecting: Get More Meetings with the Prospects You Want

with Joe Micallef, on October 17 from 2:00-3:30 p.m. Central Time

Business Financial Statements and Tax Returns: Developing and Analyzing the Uniform Credit Analysis (UCA) Model

with Richard Hamm, on October 18 from 10:30 a.m.-12:00 p.m. Central Time

Commercial Lending: Global Cash Flow Mechanics, Including Living Expenses

with Richard Hamm, on October 18 from 1:00-2:30 p.m. Central Time

Construction Lending: Administering and Monitoring Commercial Construction Loans

with Richard Hamm, on October 18 from 8:30-10:00 a.m. Central Time

How to Craft an Effective Commercial Loan Write-Up

with David Osburn, on October 18 from 10:00-11:30 a.m. Central Time

Human Trafficking: Closer to Home Than You Think

with Terri Luttrell, on October 18 from 2:00-3:30 p.m. Central Time

A Beginners Guide to Asset/Liability Management

with Susan Sharbel, on October 19 from 2:00-3:30 p.m. Central Time

Customer Experience Management - Lead It or Lose It

with Tom Hershberger & Kyle Hershberger, on October 19 from 2:00-3:30 p.m. Central Time

Prospecting: Conduct Persuasive Prospect Meetings & Create Compelling Proposals

with Joe Micallef, on October 24 from 2:00-3:30 p.m. Central Time

Business Financial Statements and Tax Returns: Advanced Cash Flow Issues: Working Capital and Fixed Asset Expenditures

with Richard Hamm, on October 25 from 10:30 a.m.-12:00 p.m. Central Time

Characteristics of Strong Risk Assessments and Tools to Monitor and Report Results

with Marcia Malzahn, on October 25 from 2:00-3:30 p.m. Central Time

Commercial Lending: Expanding from Global Cash Flow into Global Analysis

with Richard Hamm, on October 25 from 1:00-2:30 p.m. Central Time

Construction Lending: Administering and Monitoring Residential Construction Loans

with Richard Hamm, on October 25 from 8:30-10:00 a.m. Central Time

The Human Side of Digital Transformation

with Nan Gesche, on October 25 from 2:00-3:30 p.m. Central Time

Employee Engagement & Retention Strategies

with Vicki Kraai, on October 26 from 2:00-3:30 p.m. Central Time

Prospecting: Win More Business at the Price You Want

with Joe Micallef, on October 31 from 2:00-3:30 p.m. Central Time