

Upcoming Online Seminars

(October 2023)

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://gsb.org/schools-programs/online-seminars/>

All times listed are Central Time

- Prospecting - Develop a Winning Strategy and Activity Plan-Fa23** on October 2, 2023 from 2:00-3:30 p.m. CT
- Business Financial Statements and Tax Returns - Navigating and Analyzing a Business Tax Return-Fa23** on October 3, 2023 from 8:30-10:00 a.m. CT
- CRE Lending - Issues with Property Types & Lease Structures-Fa23** on October 3, 2023 from 10:30 a.m. - 12:00 p.m. CT
- Personal Tax Returns and Cash Flow - Focus on Global Cash Flow as an Underwriting Tool for Businesses and Owners-Fa23** on October 3, 2023 from 1:00-2:30 p.m. CT
- Managing Liquidity and Interest Rate Risk-Fa23** on October 4, 2023 from 10:00-11:00 a.m. CT
- Refining Deposit Strategy in 2023 and Beyond-Fa23** on October 4, 2023 from 2:00-3:30 p.m. CT
- Managing Generations in the Workplace-Fa23** on October 6, 2023 from 9:30-11:00 a.m. CT
- SBA Lending - Costly Mistakes When Servicing the SBA Loan-Fa23** on October 6, 2023 from 10:00-11:30 a.m. CT
- Prospecting - Get More Meetings with the Prospects You Want-Fa23** on October 9, 2023 from 2:00-3:30 p.m. CT
- Business Financial Statements and Tax Returns - Developing and Analyzing Key Financial Ratios-Fa23** on October 10, 2023 from 8:30-10:00 a.m. CT
- CRE Lending - Developing a Global Analysis of Property Holdings-Fa23** on October 10, 2023 from 10:30 a.m. - 12:00 p.m. CT
- Personal Tax Returns and Cash Flow - Advanced Personal Cash Flow Issues, Including Capital Gains-Fa23** on October 10, 2023 from 1:00-2:30 p.m. CT
- A Beginners Guide to Asset/Liability Management-Fa23** on October 11, 2023 from 10:00-11:00 a.m. CT
- Fundamentals of Interest Rate Swaps and Caps-Fa23** on October 11 & 12, 2023 from 2:00-3:30 p.m. CT
- What's the Future of Blockchain, Digital Assets & Tokenization Following the Failures of 2022?-Fa23** on October 12, 2023 from 10:00-11:30 a.m. CT
- Prospecting - Conduct Persuasive Prospect Meetings & Create Compelling Proposals-Fa23** on October 16, 2023 from 2:00-3:30 p.m. CT
- Commercial Lending - Introduction to Commercial Lending-Fa23** on October 17, 2023 from 8:30-10:00 a.m. CT
- CRE Appraisals - Overview of Appraisal Rules/Guidelines and the Review Process-Fa23** on October 17, 2023 from 10:30 a.m. - 12:00 p.m. CT
- Consumer Lending - Introduction to Consumer Lending-Fa23** on October 17, 2023 from 1:00-2:30 p.m. CT

How can AI Help my Bank?-Fa23 on October 19, 2023 from 2:00-3:00 p.m. CT

Interviewing Skills for Better Hires-Fa23 on October 20, 2023 from 9:30-11:00 a.m. CT

Prospecting- Win More Business at the Price You Want-Fa23 on October 23, 2023 from 2:00-3:30 p.m. CT

Commercial Lending - Introduction to Global Cash Flow-Fa23 on October 24, 2023 from 8:30-10:00 a.m. CT

CRE Appraisals - Appraisal Approaches to Value De-mystified-Fa23 on October 24, 2023 from 10:30 a.m. - 12:00 p.m. CT

Consumer Lending - Analyzing Personal Financial Statements and Loan Applications-Fa23 on October 24, 2023 from 1:00-2:30 p.m. CT

ROI - Investing in Your People Portfolio-Fa23 on October 24, 2023 from 2:00-3:30 p.m. CT

Remastering Negotiations Tactics to Win the Battle for Deposits-Fa23 on October 25, 2023 from 2:00-3:30 p.m. CT

How to Move from Effective Advertising to Strategic Marketing-Fa23 on October 25, 2023 from 2:00-3:30 p.m. CT

Adding Open Banking to the Game Plan and Building Your Core Strategy for the Future-Fa23 on October 26, 2023 from 10:00-11:00 a.m. CT

Effective Problem Loan Management - Strategies for Community Financial Institutions-Fa23 on October 26, 2023 from 10:00-11:00 a.m. CT

Customer 360 - Breaking Down Data Silos to Build a Consolidated View of Your Customer Accounts, Activities and Behaviors through Analytics and AI-Fa23 on October 26, 2023 from 2:00-3:00 p.m. CT

Characteristics of Strong Risk Assessments and Tools to Monitor and Report Results-Fa23 on October 26, 2023 from 2:00-3:30 p.m. CT

FTC Safeguards Rule 2023 - What Your Business Needs to Know-Fa23 on October 27, 2023 from 10:00-11:30 a.m. CT

Commercial Lending - Global Cash Flow Mechanics, Including Living Expenses-Fa23 on October 31, 2023 from 8:30-10:00 a.m. CT

CRE Appraisals - Key Appraisal Components Beyond the Approaches to Value-Fa23 on October 31, 2023 from 10:30 a.m. - 12:00 p.m. CT

Consumer Lending - Overview of Credit History and the Role of Collateral-Fa23 on October 31, 2023 from 1:00-2:30 p.m. CT

About The GSB Online Seminar Series

The GSB Online Seminar Series offers a convenient, cost-effective way to access quality educational opportunities. GSB seminars are designed to meet the dynamic learning needs of today's busy financial professional and are delivered by some of today's top industry experts. All sessions are recorded, so if you're unable to attend one of the live presentations, it's no problem! When you register for a GSB Online Seminar, you'll have access to the live presentation as well as a recording of the live session in case you are unable to attend the entire program. There is no additional fee to view the recording, it's included in your registration fee. It's your choice to attend the live session, view the recording—or do both—based on your schedule. With the GSB Online Seminar Series you'll benefit from:

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For additional information, please visit gsb.org