

# **Upcoming Online Seminars**

**(September 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**

### **Five Cultural Changes That Must Become Business as Usual**

with Tom Hershberger & Kyle Hershberger, on September 8 from 2:00-3:30 p.m. Central Time

### **CRE Appraisals: Overview of Appraisal Rules/Guidelines and the Review Process**

with Richard Hamm, on September 13 from 10:30 a.m.-12:00 p.m. Central Time

### **CRE Lending: Developing a Cash Flow and Key Ratios**

with Richard Hamm, on September 13 from 8:30-10:00 a.m. Central Time

### **Personal Tax Returns and Cash Flow: Focus on Sole Proprietorships, Rental Property and Farms**

with Richard Hamm, on September 13 from 1:00-2:30 p.m. Central Time

### **Introduction to Consumer Lending**

with David Osburn, on September 14 from 10:00-11:30 a.m. Central Time

### **CRE Appraisals: Appraisal Approaches to Value De-mystified**

with Richard Hamm, on September 20 from 10:30 a.m.-12:00 p.m. Central Time

### **CRE Lending: Cap Rates and Factors Beyond Debt Coverage and Loan-to-Value**

with Richard Hamm, on September 20 from 8:30-10:00 a.m. Central Time

### **Credit Analysis Basics**

with David Osburn, on September 20 from 2:00-3:30 p.m. Central Time

### **Personal Tax Returns and Cash Flow: Focus on Pass-Through Entities and Schedule K-1s**

with Richard Hamm, on September 20 from 1:00-2:30 p.m. Central Time

### **The AML Act of 2022 and the FinCEN Priorities**

with Terri Luttrell, on September 21 from 2:00-3:30 p.m. Central Time

### **6 Steps of an IT Audit Program**

with Ron Jupiter, on September 23 from 10:00-11:30 a.m. Central Time

### **Introduction to Commercial Lending**

with David Osburn, on September 26 from 2:00-3:30 p.m. Central Time

### **Accounting Basics/Refresher for Bankers**

with David Osburn, on September 27 from 10:00-11:30 a.m. Central Time

### **CRE Appraisals: Key Appraisal Components Beyond the Approaches to Value**

with Richard Hamm, on September 27 from 10:30 a.m.-12:00 p.m. Central Time

**CRE Lending: Issues with Property Types & Lease Structures**

with Richard Hamm, on September 27 from 8:30-10:00 a.m. Central Time

**Personal Tax Returns and Cash Flow: Focus on Global Cash Flow as an Underwriting Tool for Businesses and Owners**

with Richard Hamm, on September 27 from 1:00-2:30 p.m. Central Time

**Creating the Right Enterprise Risk Management ERM Program for YOUR Community Bank**

with Marcia Malzahn, on September 29 from 2:00-3:30 p.m. Central Time

**Negotiations 101**

with Nan Gesche, on September 29 from 2:00-3:30 p.m. Central Time

**For additional information, please visit [www.gsb.org](http://www.gsb.org)**