

# **Upcoming Online Seminars**

**(November/December 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**

### **Emotionally Intelligent Leadership**

with Vicki Kraai, on November 4 from 2:00-3:30 p.m. Central Time

### **Vendor Management Process Improvements**

with John Helland, on November 4 from 10:00-11:30 a.m. Central Time

### **A Passion for Women in Leadership - Encouraging the Next Generation of Women Leaders**

with Marcia Malzahn, on November 8 from 2:00-3:30 p.m. Central Time

### **Advanced Financial Statement Analysis**

with David Osburn, on November 8 from 2:00-3:30 p.m. Central Time

### **Pricing Loans in Volatile Market Conditions**

with Darryl Mataya, on November 11 from 2:00-3:30 p.m. Central Time  
watch GSB website for details

### **Advanced Cash Flow Analysis**

with David Osburn, on November 14 from 2:00-3:30 p.m. Central Time

### **How to Move from Effective Advertising to Strategic Marketing**

with Tom Hershberger & Kyle Hershberger, on November 16 from 2:00-3:30 p.m. Central Time

### **Three Key Risk Assessments in Your ERM Program: ERM, IT and Internal Controls**

with Marcia Malzahn, on November 17 from 2:00-3:30 p.m. Central Time

### **Advanced Tax Return Analysis for the Banker**

with David Osburn, on November 22 from 10:00-11:30 a.m. Central Time

### **Business Financial Statements and Tax Returns: Components of Business Financial Statements & Tax Returns**

with Richard Hamm, on November 22 from 8:30-10:00 a.m. Central Time

### **Commercial Lending: Four Keys to Loan Structuring**

with Richard Hamm, on November 22 from 10:30 a.m.-12:00 p.m. Central Time

### **Consumer Lending: Analyzing Personal Financial Statements and Loan Applications**

with Richard Hamm, on November 22 from 1:00-2:30 p.m. Central Time

### **Commercial and Industrial (C&I) Lending in Today's Competitive Market**

with David Osburn, on November 28 from 2:00-3:30 p.m. Central Time

**Business Financial Statements and Tax Returns: Cash vs. Accrual Accounting Refresher**

with Richard Hamm, on November 29 from 8:30-10:00 a.m. Central Time

**Commercial Lending: Best Practices for Lines of Credit, Term Loans and Other Credit Facilities**

with Richard Hamm, on November 29 from 10:30-12:00 p.m. Central Time

**Consumer Lending: Overview of Credit History and the Role of Collateral**

with Richard Hamm, on November 29 from 1:00-2:30 p.m. Central Time

**Hiring for the Right Fit**

with Vicki Kraai, on November 29 from 2:00-3:30 p.m. Central Time

**Problem Loan Workout in Today's Market**

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

**Business Financial Statements and Tax Returns: Navigating and Analyzing a Business Tax Return**

with Richard Hamm, on December 6 from 8:30-10:00 a.m. Central Time

**Commercial Lending: Loan Agreements and Covenants**

with Richard Hamm, on December 6 from 10:30 a.m.-12:00 p.m. Central Time

**Consumer Lending: Overview of Residential Mortgages and Home Equity Lending**

with Richard Hamm, on December 6 from 1:00-2:30 p.m. Central Time

**Business Financial Statements and Tax Returns: Developing and Analyzing Key Financial Ratios**

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

**Commercial Lending: Five Keys to Better Credit Memos and Loan Packages**

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

**Commercial Lending: Improving Commercial Loan Pricing and Profitability**

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

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