STRONG DEMAND FOR NEXT SESSION 
& OPPORTUNITY TO FREEZE FEES

As recently as March, enrollment in the Graduate School of Banking was running at a 10-year high—but just weeks later, the 2020 session was cancelled, and previously enrolled students were moved to the next session—August 1-13, 2021.

Given strong demand—and unprecedented limits on availability—we encourage bankers to enroll now for 2021. That's why GSB is offering risk-free enrollment for the next GSB session—and providing flexible fee options. Students have the choice to enroll and pay fees in full by July 31, 2020, to freeze fees at the 2020 rate; or to request an invoice be sent this fall after 2021 rates are set.

Demand for the Graduate School of Banking remains strong and space is extremely limited. The best way to secure a place in class is to apply early—enrollment will be offered based on application date. We encourage you to take advantage of GSB's risk free enrollment policy and flexible payment options and look forward to welcoming you or others from your team!

Please call 800-755-6440 with any questions.

RISK FREE ENROLLMENT FOR FALL SCHOOLS

GSB is offering risk free enrollment for our fall schools for your peace of mind. You may apply to secure your spot but you won’t risk a penny, not even the $350 enrollment deposit that is typically non-refundable. If you don’t attend, you may request either a full refund or credit on account without penalty.

Financial Managers School - September 20-25, 2020
Sales and Marketing School - September 27 - October 2, 2020
Bank Technology Security School - October 11-16, 2020
Kirby Davidson, GSB president and CEO, recently announced the promotion of two longtime team members. “There are major strategic initiatives on the horizon for both the school and its supporting Prochnow Educational Foundation. These appointments will play a key role in supporting GSB’s mission of educating professionals and creating leaders in the banking industry. It is with great pleasure that I announce the following promotions:”

**Becky Patterson to Vice President of Education and Professional Development.**
In her role as assistant vice president, professional development, Patterson was responsible for overseeing GSB’s extensive lineup of online seminars, as well as a growing number of specialty schools. In her new position, she will expand her efforts to assess changing trends in banking and educational delivery to design and advance programs, curriculums, delivery methods and faculty that meet the changing needs of adult learners—helping ensure that GSB remains the school of choice for proactive bank leaders worldwide. Patterson will also continue her focus on the vital and positive partnerships that exist between GSB and its sponsoring associations by serving as the key liaison with association education directors.

**Kathleen Berman to Vice President of Marketing and Communications.**
As assistant vice president, marketing and banker relations, Berman was responsible for planning and implementing marketing strategies, public relations and external communications. In her new position, she will further expand GSB’s marketing and communications initiatives, using a market-driven approach that relies on industry data to influence traditional and digital marketing and advertising strategies. She will continue to manage—and expand—GSB’s participation in banking industry events in the United States and internationally, through sponsorships, exhibits and public speaking; and, will oversee communications strategy, alumni outreach and engagement and media relations. As the primary staff liaison to the nationwide GSB Banker Advisory Board, Berman will continue to work closely with this key group of GSB alumni to ensure the voice of the customer is considered in all programming and communications decisions.

Patterson and Berman each bring 20 years of relevant experience to their new roles; prior to joining GSB in 2008, they each worked in respective education and marketing roles at associations that serve the financial services industry. “Becky and Kathy have done outstanding work at GSB. They’ve brought a number of new ideas and initiatives to the school that have contributed to our success—and I look forward to the many contributions that both Kathy and Becky will provide as we continue our promise delivering best-in-class education to the banking industry,” added Davidson.
GSB ADDS SUMMER ONLINE SEMINARS

All GSB programs are recorded, so even if a seminar has already taken place you can benefit from the content for 90 days by registering online!

Commercial and Industrial Lending in Today’s Competitive Market
Presented by: David Osburn
May 19 at 2:00pm

Problem Loan Workout in Today’s Market
Presented by: David Osburn
May 19 at 10:00am

Community Bank Capital Raising Simplified
Presented by: Greyson Tuck
May 19 at 2:00pm

Advanced Tax Return Analysis
Presented by: David Osburn
May 20 at 2:00pm

CARES Act Legislative Update
Presented by: Ascensus
May 21 at 9:30am

SBA Loans - How to Save Your Customers AND Your Bank’s Capital
Presented by: Mike Wear & Suzanne Stearman
May 27 at 10:00am

Business Financial Statements & Tax Returns: Developing and Analyzing the Uniform Credit Analysis (UCA) Model
Presented by: Richard Hamm
June 9 at 10:30am

Commercial Lending: Global Cash Flow Mechanics and Calculations, Including Personal Taxes and Living Expenses
Presented by: Richard Hamm
June 9 at 1:00pm

Commercial Real Estate Lending: Administering and Monitoring Commercial Construction Loans
Presented by: Richard Hamm
June 9 at 8:30am

Introduction to Commercial Lending
Presented by: David Osburn
June 19 at 10:00am

The Evolution of Ransomware
Presented by: Shane Daniel
June 19 at 10:00am

Marketing Strategy Post Pandemic: The New Normal
Presented by: Jay Coakley
June 24 at 10:00am

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:

• Bank-specific courses that deliver must-know information — including a variety of live, interactive courses offered throughout the year, each recorded for scheduling flexibility
• Instructor contact information is provided so you have the ability to ask questions as you go through the recordings
• Competitive pricing—one fee allows multiple attendees to participate through a single connection and includes all handouts and materials
• State-of-the-art technology that ensures a quality learning experience
• The faculty and expertise of the nation’s most respected graduate banking school

For additional information, please visit gsb.org