



BARRET

SCHOOL OF BANKING

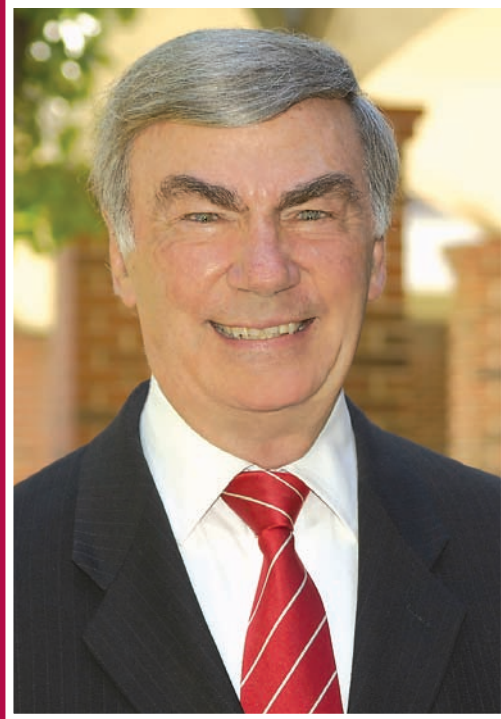
Paul W. Barret, Jr. School of Banking



38th Annual Graduate Session
May 23-28, 2010
at Christian Brothers University
Memphis, TN

www.barret.ws • 901-321-4000

PAUL W. BARRET, JR. SCHOOL OF BANKING LECTURE SERIES



ABC News Correspondent Sam Donaldson addressed Barret School of Banking participants, Regents and invited guests on “Hallmarks of Great Leadership” at the annual Lecture Series event held May 21, 2009.

Previous speakers include Senator Phil Gramm, Coach Mike Krzyzewski, Lou Dobbs, Newt Gingrich, Coach Tony Dungy and Dr. Stephen Covey.

Paul W. Barret, Jr. was a Shelby County, Tennessee banker, entrepreneur, and philanthropist. An endowment from his estate has allowed the School to enhance its educational program and to recognize Mr. Barret’s lasting contributions to the community by providing an annual lecture by a distinguished speaker for students, faculty, regents and invited guests from the Mid-South region.

Paul W. Barret, Jr. School of Banking has offered excellent educational opportunities for those in financial services careers since it was established in 1972 by a group of Memphis bankers. Originally named Memphis School of Banking, it became Mid South School of Banking in 1979 to reflect its regional expansion. In 2001, Mid South School of Banking became Paul W. Barret, Jr. School of Banking in honor of Mr. Barret and his achievements in the profession.

Paul W. Barret, Jr. School of banking...

...is a non-profit independent school created by and governed by a Board of Regents, whose members are executives from banks and other firms involved with the financial services industry. The mission of the School is to provide an adult learning experience for the career-oriented individual in commercial banking or a related financial services industry business.

- three year graduate program
- annual one-week residency session
- over 40 hours of classroom instruction each year, for a total of 128 hours
- more than 35 years of providing advanced banking education
- annual tuition subsidy of over \$1,600 for each student from endowment funds



2009 Graduating Class

Paul W. Barret, Jr. School of Banking is endorsed by:

Arkansas Bankers Association

www.arkbankers.org
e-mail: ken.hammonds@arkbankers.org

Arkansas Community Bankers Association

www.acbonline.org
e-mail: info@acbonline.org

Indiana Bankers Association

www.indianabankers.org
e-mail: lrees@indianabankers.org

Missouri Independent Bankers Association

www.miba.net
e-mail: jpederson@miba.net

Community Bankers Association of Ohio

www.cbao.com
e-mail: rpalmer@cbao.com

ICBA Securities

www.icbasecurities.com
e-mail: jreber@icbasecurities.com

The Curriculum...

...is selected and designed to deliver to the student, in a demanding academic environment, a high level of understanding of all major functions performed in the financial institutions of today. Included are the analytical, operational, planning, and regulatory areas. The curriculum is reviewed and up-dated each session. For course descriptions and curriculum revisions visit the Curriculum page at www.barret.ws.

FIRST YEAR

Course / Hours

Current Developments in Banking:

* Non-traditional Financial Services/4.5**

Financial Institutions and Markets/3.0

Technology & E-commerce/3.0

* Financial Statements/8.5**

* Human Behavior/7.5**

Marketing Concepts and Techniques:

Developing a Sales Culture/4.0

* Marketing and Business Development/7.5**

Regulatory Compliance & Documentation/4.0

Lecture Series Address/1.0

Total hours: 43

* Home study assignment required

** Case study discussion(s) included
Exam

SECOND YEAR

Course / Hours

Asset/Liability Management/4.0

* Commercial Lending/7.0**

* Consumer Portfolio Management/5.5**

Economic Environment of Banking/3.0

Investment Portfolio Management/3.0

* Personnel Management and Supervision/6.5**

Real Estate Lending I/4.0

* Real Estate Lending II/4.0

Retail Banking Optimization/4.0

Lecture Series Address/1.0

Total hours: 42

* Home study assignment required

** Case study discussion(s) included
Exam

THIRD YEAR

Course / Hours

Bank Performance Planning:

Bank Performance Management/5.5**

Balance Sheet Management/3.0

Loan Portfolio Management/3.0

Risk Management/4.0

Bank Simulation/15.5

Leadership Development for the Future/3.0

Resolutions to Troubled Assets/4.0

Selling and Customer Relations/4.0

Lecture Series Address/1.0

Total hours: 43

** Case study discussion included

“Very good curriculum that offered a huge value for our banks. Great opportunity to meet and talk with other bankers and leaders in different communities.”

✦ 2009 Participant ✦



The Faculty...

...comprises a carefully selected group whose members are drawn from commercial banks, regulatory agencies, other financial institutions, and academia. Faculty information is available on the Faculty page at www.barret.ws.



- industry expertise for practical applications
- new concepts
- opportunities for informal interaction with faculty and peers
- limited class size
- small-group case discussions in several classes
- computer simulation and other aids to enhance the learning experience

GRADUATE CREDIT

Alumni of Barret School of Banking are eligible for six hours of graduate credit upon admission to the MBA program at the following universities:

*Christian Brothers
University
www.cbu.edu
e-mail: mlawyer@cbu.edu*

*The University of
Tennessee at Martin
www.utm.edu
e-mail: tpayne@utm.edu*

*Arkansas State
University
www.astate.edu
e-mail: broe@astate.edu*

*“The instructors are top notch.
Thanks for providing this opportunity.”*

“This is a great three year program with knowledgeable professors and enjoyable classes. I have gained so much knowledge from this school that I will take with me to my bank.”

❖ 2009 Participants ❖



ADMISSION

All applications are subject to review and approval of the Admissions Committee. Prior to admission the student must submit the following:

- a completed application form (See reverse side. Applications on photocopies of the form are acceptable.)
- a letter of recommendation from the CEO or a senior officer of the organization that is sponsoring the student.

Applicants will be notified by mail of the Admissions Committee decision. Applications are normally processed within three weeks of receipt. Early applications take priority.

TUITION

Funds from the School's endowment are used to provide substantial tuition subsidies for all students. Tuition is set by the Board of Regents based on projected per student cost and subsidy. Tuition for 2010 is \$995:

Actual cost per student	\$2,655
Less subsidy per student	-1,660
Tuition charged per student	\$995

There is an additional third year fee of \$100 for the bank management simulation course, for a total third year tuition of \$1,095. Students who begin the program in the 2009 session are guaranteed tuition of \$995 for the 2010, 2011 and 2012 sessions. Tuition includes registration, instruction, all instructional materials, meals and other program fees. See www.barret.ws for tuition payment and refund information.

HOUSING

Housing is available on the Christian Brothers University campus in apartment buildings. Each apartment includes four private bedrooms, two baths, a living room, kitchen and laundry room. (Male and female students will share separate apartments.) If additional rooms are required, students will be housed in Maurelian Residence Hall, two per suite, with a private bedroom, a private sitting room and a shared bath. If hotel accommodations are preferred, contact the School staff.

Paul W. Barret, Jr. School of Banking encourages all students to reside on campus to achieve the full benefit of the program, including opportunities to interact with other students on a professional level as well as socially. However, the Board recognizes that it may be more convenient for some local students to reside at home and commute to school. Attendance requirements are the same for students who commute and those who reside on campus.

On-campus housing costs \$280, for a total of \$1,275 for tuition and housing for first and second year students and \$1,375 for tuition and housing for third year students.

Application for Admission

NAME _____
Last First Middle

APPLICANT'S POSITION _____ YEARS IN FINANCIAL SERVICES _____

BANK OR BUSINESS _____ P.O. BOX NO. _____

CITY, STATE, ZIP _____ TELEPHONE NO. _____

APPLICANT'S E-MAIL ADDRESS _____

SPONSORING OFFICIAL _____ TELEPHONE NO. _____

SPONSOR'S E-MAIL ADDRESS _____

ASSET SIZE OF FINANCIAL INSTITUTION
 under \$100MM \$500MM-\$1B Over \$10B
 \$100MM-\$500MM \$1B-\$10B non-bank

DATE OF BIRTH _____ SEX _____ HOME TELEPHONE NO. _____

EDUCATION: Please check highest attained: High School Some College College Graduate

Other Banking Schools Attended _____

IN CASE OF EMERGENCY NOTIFY _____ TELEPHONE NO. _____

HOUSING OPTIONS (Please check one):

_____ Commute to the School/no housing on campus requested

_____ Private room/shared bath in an apartment on the Christian Brothers University campus (information on reverse)

To complete the application process, please ask a senior or executive officer of your bank to write a letter in support of your application to: **ADMISSIONS COMMITTEE, BARRET SCHOOL OF BANKING, CHRISTIAN BROTHERS UNIVERSITY, 650 EAST PARKWAY SOUTH, MEMPHIS, TN 38104.**

Applicants will be notified in writing of the Committee's decision. All students are billed for tuition annually. Students in the second and third years of the program do not need to re-apply for admission.

Please contact Rebecca Thomas, School Registrar 901-321-4000, for additional applications/information or visit our web site: <http://www.barret.ws>

Photocopy this application blank if extra copies are needed.

Equal Opportunity/Affirmative Action School

The Commitment...

...of the School is to assist the student in attaining an excellent educational experience of benefit to both the student and the sponsoring employer.



“Although we graduated, we are not really finished. Our next responsibility is to share what we have learned with our co-workers, encourage them to seek continuing education opportunities, and learn from their experiences when they return. It is this cycle of education that will help strengthen our institutions and improve our industry as a whole.”

From remarks made during the graduation ceremony at the conclusion of the 2009 residency session.

Josh Shipley
Independent Bank, Memphis, TN
2009 Graduating Class Representative

- over 2,000 graduates from 21 states
- diverse student group
- wide range of ages and positions
- all bank sizes represented
- students from allied professions included
- Alumni Association for continued educational and networking opportunities

“I enjoyed my time here and feel that I’m taking away some very valuable knowledge and experiences. Also, I hope the friendships I’ve made will last a lifetime.”

“Over the top outstanding! Class act!”

“Enjoyed the week! Thanks for all the little things the staff did to make this week great!”

✦ 2009 Participants ✦



Location and facilities...

- school session facilities conveniently located on the Christian Brothers University campus
- most classes held in Buckman Hall, with comfortable seating and state-of-the-art equipment
- housing available on campus in apartments with private bedrooms
- cafeteria and buffet style meals served in the campus dining room
- recreation and fitness facilities available



“The staff throughout Barret and CBU are friendly, helpful, caring and project a very positive attitude. It has been a pleasure to be a part of Barret.”

“This school has been a great experience!”

“I thoroughly enjoyed my time here this week. I found all of the information given to be useful and will take all of this back to my institution.”

✦ 2009 Participants ✦



The School week...

- Sunday, May 23 through Friday, May 28, 2010
- Intensive classroom schedule Sunday afternoon through Friday, with three evening sessions
- annual Lecture Series event
- formal graduation ceremony, attended by all students, for presentation of diplomas to graduates on Friday afternoon

Paul W. Barret, Jr. School of banking...

Christian Brothers University
650 East Parkway South • Memphis, TN 38104
901-321-4000
e-mail: barret@barret.ws web site: www.barret.ws

Gene Henson Chairman, Board of Regents

Christopher M. Kelley Executive Director

Reg Germany Marketing Director

Rebecca Thomas Registrar

Board of regents...

as of July 2009

Claudia L. Bratcher

ABG Sales Director
Arvest Bank
Fort Smith, AR

R. David Crader

CEO
The Bank of Missouri
Perryville, MO

Boris Dover

President/COO
First Community Bank
Batesville, AR

Aubrey Earnheart

Commercial Sales Manager
Regions Bank
Memphis, TN

Reg Germany

Bank Consultant
Germantown, TN

Jeffrey C. Gerrish

Attorney
Gerrish McCreary Smith, P.C.
Memphis, TN

Jim S. Gowen, Jr.

President/CEO
Merchants & Planters Bank
Newport, AR

John T. Hampton

Chairman/CEO
First Western Bank
Booneville, AR

Norman Harty

Chairman/President/CEO
Gideon Bancshares Co.
Dexter, MO

David E. Hayes

President/CEO
Security Bank
Dyersburg, TN

Gene Henson

President North Region
Trustmark National Bank
Germantown, TN

Christopher M. Kelley

Executive Director
Barret School of Banking
Memphis, TN

Danny J. Kelly

President/CEO
The HomeTown Bank of AL
Oneonta, AL

Chip Knight

Executive Vice President
First Tennessee Bank
Memphis, TN

Gordon Lewis

Vice Chairman
BancorpSouth
Tupelo, MS

William H. Lovell III

Senior Vice President
Cadence Bank
Memphis, TN

Cole Martin

Chairman/CEO
First Security Bank
Clarksville, AR

Tom Martin

Chairman/President/CEO
Cadence Bank
Memphis, TN

Sam P. McClatchy, Jr.

President/CEO
First State Bank
Holly Springs, MS

I. Joe Miles

President
First National Bank & Trust Co.
Mountain Home, AR

Buddy R. Montgomery

Chairman/President/CEO
First National Bank
Pontotoc, MS

Jack Nall

Executive Vice President
First Community Bank
of Eastern AR
Marion, AR

Frank J. Nichols

Chairman/CEO
Community Financial Services Bank
Benton, KY

James L. Reber

President/CEO
ICBA Securities
Memphis, TN

*David W. Thompson,
2008-09 Chairman of the
Board of Regents, visited with
Sam Donaldson at the
May 2009 lecture event.*



Jerry Sage
Executive Director
Missouri Independent Bankers
Assn.
Liberty, MO

Joshua A. Shipley
Vice President
Independent Bank
Memphis, TN

Jerry T. Sims
Chairman/CEO
First National Bank
Blytheville, AR

Ray Skinner
Executive Vice President
American Savings Bank
Honolulu, HI

Bethany L. Smith
Bethany L. Smith Marketing Services
Memphis, TN

Milton B. Smith
Chairman/President/CEO
First National Bank
Walnut Ridge, AR

Claude H. Springfield III
Senior Executive Vice President
Renasant Bank
Tupelo, MS

Rebecca Thomas
Registrar
Barret School of Banking
Memphis, TN

David W. Thompson
President
Peoples Bank & Trust Co.
Troy, MO

Richard G. Trammell
Executive Director
Arkansas Community Bankers
Hot Springs, AR

Ken Vaughan
Chairman/President/CEO
FirstState Bank
Lineville, AL

Neal Wimberley
Credit Officer
AgHeritage Farm Credit Services
Little Rock, AR

Vance L. Witt
Chairman/CEO
Bank of New Albany
New Albany, MS

Regents emeriti...

M. E. Bond
Germantown, TN

Jim S. Gowen, Sr.
Chairman
Merchants & Planters Bank
Newport, AR

Forrest N. Jenkins
Marion, AR

P. Michael Murphy
Chairman/President/CEO
Fidelity National Bank
West Memphis, AR

Frank W. Oldham, Jr.
Boerne, TX

Kenneth W. Plunk
Germantown, TN

Tom A. Wright
Destin, FL

Independent Accountants: Reynolds, Bone & Griesbeck PLC

REGISTRATION FORM FOR CAREER-TRACK PROGRAMS

- Program: _____ Bank Technology Summit (October 19-20, 2009)
_____ Retail Sales Leadership and Coaching for Performance (Oct. 6-8, 2009)
_____ Lending Compliance (October 27, 2009)
_____ BSA/AML and Operations/Deposit Compliance (October 28-29, 2009)
_____ Bank Tech University/Day 1 (March 17, 2010)
_____ Bank Tech University/Day 2 (March 18, 2010)
_____ Bank Tech University/Day 3 (March 19, 2010)
_____ Commercial Lending Academy (March 22-26, 2010)
_____ Excellence in Customer Service and Retail Sales (April 27-29, 2010)
_____ Human Resources Management (August 11-12, 2010)

Name _____

Date of Birth _____ Sex _____ Home or Cell Phone _____

Education: Please check highest attained ___ High School ___ Some College ___ College Graduate

Applicant's Position _____ Years in Financial Services _____

Bank or Firm _____ PO Box _____

City, State, Zip _____ Phone _____

Applicant's E-mail Address _____

Sponsoring Official _____ Phone _____

Sponsor's Title _____

Sponsor's E-mail Address _____

Asset Size of Financial Institution ___ under \$100MM ___ \$500MM-\$1B ___ over \$10B
___ \$100MM-\$500MM ___ \$1B-\$10B ___ non-bank

In Case of Emergency Notify _____ Phone _____

Fax or mail registration form to: Barret School of Banking
650 East Parkway South
901-321-4000 phone
901-321-4099 fax

You will be billed when registration is confirmed.

REGISTRATION FORM

Barret Graduate School of Banking
Alumni Annual Update (May 26-28, 2010)

Name _____ Class of _____

Date of Birth _____ Sex _____ Home or Cell Phone _____

Education: Please check highest attained High School Some College College Graduate

Applicant's Position _____ Years in Financial Services _____

Bank or Firm _____ PO Box _____

City, State, Zip _____ Phone _____

Applicant's E-mail Address _____

Sponsoring Official _____ Phone _____

Sponsor's Title _____

Sponsor's E-mail Address _____

Asset Size of Financial Institution under \$100MM \$500MM-\$1B over \$10B

\$100MM-\$500MM \$1B-\$10B non-bank

In Case of Emergency Notify _____ Phone _____

Fax or mail registration form to: Barret School of Banking
Christian Brothers University
650 East Parkway South
Memphis, TN 38104
901-321-4000 phone
901-321-4099 fax

You will be billed when registration is confirmed:

- \$300 Dues Paying Members of Alumni Association
- \$350 Non-Members of the Alumni Association



Paul W. Barret, Jr. School of Banking is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org.

Barret School of Banking offers a “group-live” advanced level program for bankers and other financial professionals. No advance preparation or other prerequisites are required for enrollment. Admission guidelines are stated on the application. For more information regarding administrative policies such as complaint or refund, please contact the School office at 901-321-4000.

Students receive a total of 128 hours of Continuing Professional Education (CPE) credit for the three-year Barret School of Banking program, including 43 hours for one year one, 42 hours for year two and 43 hours for year three.



ALUMNI ASSOCIATION
BARRET
SCHOOL OF BANKING

Paul W. Barret, Jr. School of Banking

All graduates of the School are invited to join the Alumni Association. Membership dues are \$25 per year, and a membership directory is available to members only on the web site at www.barret.ws. Members are invited to attend the annual Lecture Series event. For more information and an application form, contact the Alumni Association at 901-321-4000 or visit the web site.

All graduates are eligible to enroll in the Alumni Annual Update Program, which provides 14 hours of advanced instruction during the Barret School of Banking residency session on topics such as compliance, technology, leadership, bank management, and strategic planning. Tuition for the May 26-28, 2010 program is \$300 for Alumni Association members and \$350 for non-members. A registration form for this program is attached.

Career Track Programs

Commercial Lending Academy

March 22-26, 2010

This intensive, week-long workshop is designed to provide immediate, tangible training for employees new to commercial lending and to improve skills of less-experienced commercial lenders. Sessions will include lectures and numerous cases emphasizing small group and individual work. **Enrollment will be limited** to ensure greater interaction with the instructor, case leaders and peers. Fourty-two hours of instruction are scheduled.

Some advance preparation is required. Material will be sent when registration is confirmed.

Topics include:

- Loan Structuring
- Loan Packages and Business Writing Skills
- Loan Policy Concepts and Risk Ratings
- Loan Pricing Concepts
- Analyzing Personal Financial Statements and Tax Returns
- Introduction to Business Financial Statements and Tax Returns
- Real Estate Lending Fundamentals
- Business Development and Sales Skills

Audience: Branch managers, credit analysts, personal and private bankers, entry level commercial lenders, mid-level commercial lenders needing a refresher course, any employee assuming commercial lending responsibilities

Location: Sessions will be held on the campus of Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: Tuition of \$895 includes all instructional material, plus breakfast and lunch each day. Dinner is not included.

Housing: A block of rooms will be available at the all-suite Holiday Inn on Central Avenue, a short drive from CBU. The phone number to book a room is 901-678-8200. To insure the discounted rate, give the booking agent the event name Barret School of Banking.

Instructor: Richard Hamm is President of Advantage Consulting & Training in Huntsville, AL.

Career Track Programs

Bank Technology Summit

October 19-20, 2009

Sawyers & Jacobs LLC and **Barret School of Banking** bring together industry leading consultants, technology providers, and bankers for an engaging, interactive, informative and entertaining technology conferences. Get answers to your tech questions from some of the most informed people in the business. Network with your peers. Visit technology provider exhibits. Map out your bank's strategic technology plan. Learn about the latest innovations in banking technology. CPE credit is available.

Topics to be covered:

- The Latest Bank Tech Trends
- Social Networking in Banks: Should My Bank Be On Facebook?
- Protecting Your Banks' Customers from Cybercriminals
- Reducing Expense Without Killing Competitive Edge
- Best Practices in Network Management
- Remote Deposit Capture: From Risk Assessments to Business Strategy
- Serving the Mobile Consumer in a 24/7 World
- Bankers Roundtable: 60 Tech Topics in 60 Minutes

Audience: CEOs, CIOs, CTOs, CFOs, COOs, ISOs, IT and operations personnel, network administrators, and everyone else interested in the strategic application of technology in a banking environment.

Location: Sessions will be held at Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: \$400 for early registrants. More information is available at www.sawyersjacobs.com or www.barret.ws. Discounts are available for multiple people from the same bank. Fees include continental breakfast, refreshment breaks, and lunch.

Housing: A block of rooms will be available at the all-suite Holiday Inn on Central Avenue, a short drive from CBU. The phone number to book a room is 901.678.8200. To insure the discounted rate, give the booking agent the event name Barret School of Banking.

Hosted By: Jimmy Sawyers, Partner, Sawyers & Jacobs LLC

Bank Tech University

March 17-19, 2010

This program is also sponsored by **Sawyers & Jacobs LLC** and **Barret School of Banking**. The newly expanded **Bank Tech University** provides in-depth information on:

- Technology Trends
- Business Continuity
- Network & Internet Security
- Network Solutions
- IT Auditing and Exam Prep for Bankers

Audience: IT managers, operations officers, CIOs, CTOs, COOs, ISOs, IT and operations personnel, internal auditors, compliance officers, network administrators, CPAs, security practitioners and anyone else responsible for managing, auditing, or examining technology in a banking environment. CPE credit is available.

Location: Sessions will be held on the campus of Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: Information is available at www.sawyersjacobs.com or www.barret.ws. Fees include continental breakfast, refreshment breaks, and lunch.

Housing: A block of rooms will be available at the all-suite Holiday Inn on Central Avenue, a short drive from CBU. The phone number to book a room is 901.678.8200. To insure the discounted rate, give the booking agent the event name Barret School of Banking.

Hosted By: Jimmy Sawyers, Partner, Sawyers & Jacobs LLC

Career Track Programs

Lending Compliance *and*

October 27, 2009

BSA/AML and Operations/Deposit Compliance

October 28-29, 2009

Attend one or both sessions of this three-day program and receive the latest information on compliance issues impacting your bank. **Enrollment will be limited** to ensure greater interaction with the instructor. Day one (seven hours) covers Lending Compliance, day two (seven hours) focuses on Bank Secrecy Act/Anti-Money Laundering, and day three (three and one-half hours) concentrates on Operations/Deposit Compliance. CPE credit is available.

Lending Compliance topics include:

- FACTA
- Non-Traditional Mortgages
- Appraisals
- RESPA
- Flood Disaster Protection Act
- Predatory Lending
- Fair Lending & Regulation B
- Regulation Z
- Mortgage Fraud

Bank Secrecy/Anti-Money Laundering topics include:

- BSA Management & Oversight
- Examination Guidelines
- Technical Requirements
- Suspicious Activity Reporting
- High Risk Assessment & Monitoring
- USA Patriot Act Requirements
- OFAC
- The Future of BSA/AML

Operations/Deposit Compliance topics include (half-day):

- Regulation E
- Regulation D, Q & DD
- Regulation CC
- Pandemic & Business Continuity
- Bank Protection Act
- Privacy & Customer Information Safekeeping
- FEAR & Scams

Audience: Compliance Officers, Internal Auditors, BSA Officers, Risk Managers, COOs, all other compliance personnel – regardless of prior training or experience

Location: Sessions will be held on the campus of Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: The registration fee for Lending Compliance is \$295. The registration fee for BSA/AML/Operations/Deposit Compliance is \$400. Total registration fee for both programs is \$695.

Housing: A block of rooms will be available at the all-suite Holiday Inn on Central Avenue, a short drive from CBU. The phone number to book a room is 901.678.8200. To insure the discounted rate, give the booking agent the event name Barret School of Banking.

Instructor: Charles (Chuck) Lewis, Director for Risk Management Services for RSM McGladrey, Inc in Kansas City, MO.

2010 Dates: October 26-28

Career Track Programs

Human Resources Management Program

August 11-12, 2010

This two-day workshop is designed to provide intensive training for employees in human resources management. Sessions will include lectures and experiential exercises emphasizing individual and small group work. **Enrollment will be limited** to ensure greater interaction with the instructor and peers. Fourteen hours of instruction are scheduled.

Topics include:

- Employment Law
- Employee Recruitment, Selection and Placement
- Situational and Behavioral Interviewing
- Performance Review Essentials
- Disciplinary Systems
- Coaching and Performance Management Skills

Audience: Human resource managers, branch managers, department/division managers and anyone with management/hiring/coaching/counseling responsibilities

Location: Sessions will be held on the campus of Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: The registration fee is \$500 and includes breakfast and lunch. Dinner is not included.

Housing: A block of rooms will be available at the all-suite Holiday Inn on Central Avenue, a short drive from CBU. The phone number to book a room is 901.678.8200. To insure the discount rate, give the booking agent the event name Barret School of Banking.

Instructor: Dr. Kerry Sauley is the Marjorie B. Ourso Excellence in Teaching Professor at Rucks Department of Management, Louisiana State University, Baton Rouge, LA.

Comments about Career-Track Programs

Commercial Lending Academy:

“Best experience so far in my banking career – very knowledgeable & practical (instructor).”

“Very knowledgeable – Great to have someone that has real world situations.”

Compliance Programs:

“Excellent – as always! Lived up to what I have come to expect from Barret.”

“The most interesting instructor I have had during my years in compliance. Fast-paced but full of good information.”

Human Resources Management Program:

“I have attended many seminars and workshops regarding Human Resources, and the one I attended at Barret was the best. The instructor was AWESOME!! ... I would highly recommend this class to anyone in Human Resources.”

Technology Programs:

“I highly value and recommend this Technology Summit to anyone who is serious about implementing and learning about technology and how it impacts the institution.”

Career Track Programs

Retail Sales Leadership/Coaching for Performance October 6-8, 2009

NCBS and **Barret School of Banking** offer your managers a chance to develop their behaviors to lead sales activities and sustain increased sales momentum. This class is limited to 16 participants to ensure time for small group activities and best practices discussions.

Topics include:

- Management Commitment
- Human Resources
- Training and Development
- Operational Streamlining
- Marketing & Merchandising
- Reward and Recognition
- Business Planning
- Creating a Coaching Environment

Audience: Presidents, Area Managers, Branch Managers, Head Tellers or anyone in a leadership role responsible for creating, enhancing or maintaining a sales atmosphere

Location: Sessions will be held on the campus of Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: The registration fee for all three days is \$695 and includes continental breakfast, lunch, snacks and study materials.

Housing: A block of rooms will be available at a discounted rate at the Holiday Inn, located on Central Avenue, a short drive from CBU. The phone number to book a room is 901-678-8200. To ensure the discounted rate, give the booking agent the event name Barret School of Banking.

Instructors: Keith Cotham is Training Manager for NCBS.

2010 Dates: October 19-21

Excellence in Client Service and Retail Sales

April 27, 2010
April 28-29, 2010

NCBS offers three great days to help your retail associates build strong client relationships resulting in increased product sales and higher client satisfaction. Attend one or both of these classes, but class size is limited to 16 participants to ensure time for breakout sessions and class discussions.

Excellence in Client Services topics include:

- Understand Client Expectations
- Managing Client Impressions
- Creating a Proactive Environment
- Communication for Positive Effect
- Addressing Service Issues

Retail Sales topics include:

- Understanding the Sales Dynamic
- Recognizing a Need
- Understanding a Need
- Presenting a Solution
- Gaining Client Acceptance
- Prospecting

Audience: Area Managers, Branch Managers or Customer Service Reps trying to build their sales skills or anyone needing a refresher

Location: Sessions will be held on the campus of Christian Brothers University, located at 650 East Parkway South, Memphis, TN 38104.

Cost: The registration fee is \$295 for Excellence in Client Service, \$495 for Retail Sales, or \$695 for all three days and includes continental breakfast and lunch.

Housing: A block of rooms will be available at a discounted rate at the Holiday Inn, located on Central Avenue, a short drive from CBU. The phone number to book a room is 901-678-8200. To ensure the discounted rate, give the booking agent the event name Barret School of Banking.

Instructors: Keith Cotham is Training Manager for NCBS.

PAUL W. BARRET, JR.
GRADUATE SCHOOL OF BANKING
Three-Year Program Residency Session
May 23-28, 2010

BARRET SCHOOL OF BANKING
CAREER-TRACK PROGRAMS
2009-2010

Retail Sales Leadership and Coaching for Performance
October 6-8, 2009
October 19-21, 2010

Bank Technology Summit
October 19-20, 2009

Compliance Programs
October 27-29, 2009
October 26-28, 2010

Bank Tech University
March 17-19, 2010

Commercial Lending Academy
March 22-26, 2010

Excellence in Customer Service and Retail Sales
April 27-29, 2010

Human Resources Management
August 11-12, 2010