



www.cib.org

2012 EDUCATION CATALOG

PEER LUNCHEONS & ROUNDTABLES



WORKSHOPS & PROFESSIONAL DEVELOPMENT



INSTITUTES & CERTIFICATION PROGRAMS



DIRECTOR EDUCATION



CONFERENCES & FORUMS



WEBINARS



2012

PEER LUNCHEONS & ROUNDTABLES



VISIT WWW.CIB.ORG FOR UPDATES AND EVENT INFORMATION

Join us for a meet, greet and learning luncheon with your local peers in the community banking industry. During this power lunch, we'll discuss the current issues, trends on the horizon and best practices and solutions. Choose from more than 60 peer exchanges and roundtables for President/CEOs, CFO, Compliance, Credit/Lending, Directors, Deposits/Operations, Hr/Training and IT staff.

President/CEO

Location

San Diego, CA	Feb. 3
Newport Beach, CA	Feb. 10
San Francisco, CA	Feb. 24
Sacramento, CA	Apr. 6
Los Angeles, CA	Apr. 13
Napa, CA	Apr. 20
Sacramento, CA	May. 23
San Francisco, CA	May 31
Seattle, WA	Jun. 1
Salt Lake City, UT	Jun. 22
Portland, OR	Jun. 29
Los Angeles, CA	Aug. 3
Salt Lake City, UT	Aug. 10
Boise, ID	Aug. 31
Merced, CA	Nov. 30
Ventura, CA	Dec. 14

CFO

Location

Napa, CA	Feb. 23
Newport Beach, CA	Apr. 17
Sacramento, CA	May 22
Alameda, CA	May 24
San Francisco, CA	May 31
San Diego, CA	Jun. 7
Seattle, WA	Jun. 26
Salt Lake City, UT	Aug. 14
San Diego, CA	Aug. 28
Seattle, WA	Sep. 20
Anaheim, CA	Nov. 29

Compliance

Location

Santa Barbara, CA	Feb.29
Sacramento, CA	May 23
San Francisco, CA	May 30
Seattle, WA	Jun. 26
Phoenix, AZ	Aug. 8
Salt Lake City, UT	Aug. 14
San Diego, CA	Sep. 28
Portland, OR	Oct. 24

Credit/Lending

Location

Chico, CA	Feb. 22
Bakersfield, CA	Apr. 9
Seattle, WA	Jun. 26
Las Vegas, NV	Aug. 6
Salt Lake City, UT	Aug. 14
Costa Mesa, CA	Oct. 15

Directors

Location

San Francisco, CA	Apr. 4
Newport Beach, CA	Apr. 11
Sacramento, CA	May 23
San Francisco, CA	May 31

Deposits/Operations

Location

Fresno, CA	Feb. 28
San Francisco, CA	Apr. 19
Riverside, CA	Aug. 9
Newport Beach, CA	Dec. 13

HR/Training

Location

San Joaquin, CA	Feb. 15
Kern, CA	Apr. 18
San Francisco, CA	Jul. 13
San Luis Obispo, CA	Aug. 1
Seattle, WA	Oct. 17

IT

Location

Sacramento, CA	Feb. 27
Riverside, CA	Apr. 2
Palm Springs, CA	Jul. 2
Las Vegas, NV	Sep. 13
Portland, OR	Oct. 1

FEES

Each peer exchange/roundtable is **\$40 per person**, per location to cover the cost of lunch. For President and CEO and Director roundtables, lunch is complimentary and no fee is required.

Who Should Attend

President/CEOs, CFO, Compliance, Credit/Lending, Directors, Deposits/Operations, Hr/Training and IT staff.

Peer Luncheons and Roundtables



2012

WORKSHOPS & PROFESSIONAL DEVELOPMENT

VISIT WWW.CIB.ORG FOR UPDATES AND EVENT INFORMATION

Call Report Preparation:

Many banks believe that preparation of the call report is simple data entry. It is much more than that. Preparers of these reports must understand and remain current on all revisions to the report, preparation instructions, recently released accounting standards and procedures as these are all critical to a successful product. The session features in-depth discussion of all schedules in Form 041 and the steps to eliminate common errors. This program includes time for questions and case studies of various schedules.

Location

Newport Beach CA
Sacramento CA
San Diego CA

Date

Apr. 16-17
May 21-22
Aug 27-28

FEES

CIB/ICBA Member - \$595 Nonmember Fee: \$695
Member Early Bird - \$495 if you register one month prior to event

Who should attend:
Call report preparers-regardless of experience; CFOs; controllers; auditor; compliance

Executive Development: The Making of Bank Leaders

Learn to unlock the secrets of effective leadership and explore when to direct, coach, support and delegate. This program will enhance management skills needed in today's community banks, help you improve morale and productivity and motivate new and long-term employees.

Location

Seattle, WA
Portland, OR
Salt Lake City, UT
Newport Beach, CA
San Francisco, CA

Date

Oct 18-19
Oct 22-23
Oct 25-26
Nov 19-20
Dec 6-7

FEES

CIB/ICBA Member: \$695 Nonmember: \$795
Member Early Bird - \$595 if you register one month prior to event
Bank Director Program Participants: \$495

Who should attend:
Presidents, CEOs, directors, senior management and officers with leadership responsibility; those individuals identified in your succession plan

Loan Review: Implementing Best Practices

The loan review process is critical to the success of any community bank. It must be structured, requires formal policies and procedures to ensure timely identification of problem credits, asset quality and accuracy. It must also have well-defined classification guidelines that ensure consistent loan ratings and ALLL. This fast-paced course challenges your understanding of credit review in today's banking environment.

Location

Seattle, WA
Salt Lake City, UT
San Francisco, CA

Date

Jun 25-26
Aug 13-14
Dec 3-4

FEES

CIB/ICBA Member: \$595 Nonmember: \$695
Member Early Bird - \$495 if you register one month prior to event
Bank Director Program Participants: \$395

Who should attend:
Presidents, chief credit officers, senior lenders and directors, audit/internal review staff

Credit Analysis:

This two-day course provides credit analysts with the analytical and writing skills that can be put to immediate use. Participants learn how to assess the degree of risk prior to recommending approval or declination of a credit request and how to improve the documentation of commercial loan files.

Location

Costa Mesa, CA

Date

Sep 5-6

FEES

CIB/ICBA Member: \$595 Nonmember: \$695
Member Early Bird - \$495 if you register one month prior to event

Who should attend:
Credit officers, commercial loan officers, managers, credit administration staff; loan review officers and branch managers; audit/internal review; compliance staff

Analyzing Business Financial Statements

Assessing credit worthiness of a borrower is about information. Bankers need to use this information to identify those potential issues that can impact repayment. One of the primary sources of information available and most often used are the financial statements of the borrower's business. This course focuses on the issues of preparation of financial statements by the borrower, the role of accountants, the calculation of ratios, and the use of financial statements in the credit decision process.

Location

San Francisco, CA

Date

Jul 19

FEES

CIB/ICBA: Member \$495 Nonmember: \$595
Member Early Bird - \$395 if you register one month prior to event
Bank Director Program Participants: \$295

Who Should Attend:
Commercial bankers, loan review, branch personnel (who do commercial lending), credit administrators, credit analysts, and credit department personnel.

Managing Commercial Credit Risk

In a constantly changing world, credit risk management is critical to the bottom line performance of the bank. This workshop is designed for community bankers who are in a position to impact credit outcomes. Participants will learn a framework and process for managing credit risk providing a better understanding of the factors impacting portfolio quality at the bank level, and tools for better risk management at the transaction level.

Location

San Francisco, CA

Date

Jul 20

FEES

CIB/ICBA: Member \$495 Nonmember: \$595
Member Early Bird - \$395 if you register one month prior to event
Bank Director Program Participants: \$295

Who should attend: CEOs, senior loan officers, board members, credit review personnel, commercial portfolio branch managers and experienced loan officers.

Workshops & Professional Development



VISIT WWW.CIB.ORG FOR UPDATES AND EVENT INFORMATION

Community Bank IT Institute

Information technology solutions continue to evolve creating opportunities for community banks to increase efficiency and improve service capabilities. ICBA has partnered with McGladrey to develop the IT Institute curriculum to better position IT managers and officers for management of the bank's IT environment and IT risks. Certification Designation: Certified Community Bank Technology Officer (CCBTO)

Location	Date	FEES	CERTIFICATION TESTING FEE	Who should attend:
San Francisco, CA	Jun 11-15	CIB/ICBA Member: \$2,000 Nonmember: \$2,500 Non banker: \$3,000	ICBA Member: \$50 Nonmember: \$100	Technology officers, IT managers and chief information officers:

BSA/AML Institute

The formal requirements for financial institution compliance under the Bank Secrecy Act (BSA) continue to be significant. Participants will cover all of the primary requirements of each segment of the regulation and receive guidance on best practice expectations in each area. When completed, each participant will have the in-depth knowledge, resources and peer networks to effectively manage their BSA/AML function or audit this function properly. 20 CPE Credits Program Level: Basic-Intermediate

Location	Date	FEES	CERTIFICATION TESTING FEE	Who should attend:
San Francisco, CA	Jun 18-20	CIB/ICBA Member: \$995 Nonmember: \$1,495 Non banker: \$1,995	ICBA Member: \$50 Nonmember: \$100	BSA and AML officers, compliance officers, auditors, directors and training managers

Commercial Lending Institute

This institute helps develop the necessary credit skills required to maintain and manage a commercial credit portfolio. This program covers the analytical processes needed to reach a conclusion about the borrower's repayment ability.

Location	Date	FEES	CERTIFICATION TESTING FEE	Who should attend:
San Francisco, CA	Jul 8-13	CIB/ICBA Member: \$1,825 Nonmember: \$2,425 Non banker: \$3,725	ICBA Member: \$50 Nonmember: \$100	Personnel who have less than five years commercial lending experience, are assuming commercial lending responsibilities, or are looking to refresh their commercial lending skills

Audit - Auditing Institute I

Designed to provide tools and step-by-step procedures to establish and maintain an effective internal audit function within your bank. Topics presented include: Steps to establish an internal audit function; Phases of a complete audit cycle; Methods for documenting and evaluating internal controls; Various approaches for reporting audit results; How to sample; The importance of following up on audit recommendations and Auditors responsibilities for fraud.

Location	Date	FEES	CERTIFICATION TESTING FEE	Who should attend:
San Francisco, CA	Jul 15-20 (Week I)	CIB/ICBA Member: \$2,195per week; \$3,495 per 2 weeks Nonmember: \$3,395 per week; \$5,095 per 2 weeks Non banker: \$3,895 per week; \$5,995 per 2 weeks	ICBA Member: \$100 per week Nonmember: \$200 per 2 weeks	Auditing personnel—regardless of previous experience and training
San Francisco, CA	Jul 22-27 (Week II)			

Consumer Lending Institute

This program will help your loan officers make informed credit decisions by developing their ability to evaluate consumer loan requests. This program covers the application process, financial statement analysis, credit analysis, loan structure, compliance, documentation procedures and closing. 23 CPE Credits Program Level: Basic-Intermediate. Certification Designation: Certified Community Bank Consumer Lender (CCBCL)

Location	Date	FEES	CERTIFICATION TESTING FEE	Who should attend:
San Francisco, CA	Jul 15-18	CIB/ICBA Member: \$1,045 Nonmember: \$1,545 Non banker: \$2,045	ICBA Member: \$50 Nonmember: \$100	Personnel with consumer lending responsibilities

Compliance Institute

The Compliance Institute is a comprehensive program that covers all areas of community bank compliance, including developing a compliance program for lending, deposits and operations. Topics to presented include: Principles of all successful compliance programs large and small; Identifying key areas of risk and establishing an audit and training program accordingly; Building your resource library through the Internet and other resources; Regulation applicability charts and matrices. Certification Designation: Certified Community Bank Compliance Officer (CCBCO)

Location	Date	FEES	CERTIFICATION TESTING FEE	Who Should Attend:
San Diego, CA	Aug 19-24	CIB/ICBA Member: \$2,195 Nonmember: \$2,895 Non banker: \$3,695	ICBA Member: \$100 Nonmember: \$200	Compliance personnel-regardless of previous experience and training, including house counsel and auditors

Institutes and Certification Program



www.cib.org

CALIFORNIA
INDEPENDENT
BANKERS

ICBA
INDEPENDENT COMMUNITY
BANKERS of AMERICA

2012

DIRECTOR
EDUCATION

Director Workshops

VISIT WWW.CIB.ORG FOR UPDATES AND EVENT INFORMATION

These half day workshops focus on key committees and are designed to keep directors informed on current trends, issues and best practices. For a current and detailed list of events and seminars, please view our calendar at <http://cib.org/calendar/>

Directors & Audit:

Location

San Francisco CA
Newport Beach CA

Date

Apr 4
Apr 11

FEES

San Francisco - Member: (prior to March 4) \$295 / (after March 4) \$395
Newport Beach - Member: (prior to March 11) \$295 / (after March 11) \$395
Nonmember: \$595
Bank Director Program Participants: \$195

Who Should Attend:
Directors, especially those on or coming onto the Audit Committee; Presidents/CEOs; CFOs; bank auditors;

Directors & ALCO:

Location

Newport Beach CA
San Francisco CA

Date

Apr 11
Apr 12

FEES

Newport Beach - Member: (prior to March 11) \$295 / (after March 11) \$395
San Francisco - Member: (prior to March 12) \$295 / (after March 12) \$395
Nonmember: \$595
Bank Director Program Participants: \$195

Who Should Attend:
Directors, especially those on or coming onto the ALCO Committee; Presidents/CEOs; CFOs; bank auditors; investments

Directors & Compensation:

Location

Newport Beach CA
Sacramento CA

Date

Sep 11
Oct 10

FEES

Newport Beach - Member: (prior to Aug 11) \$295 / (after Aug 11) \$395
Sacramento - Member: (prior to Sep 10) \$295 / (after Sep 10) \$395
Nonmember: \$595
Bank Director Program Participants: \$195

Who Should Attend:
Directors, especially those on or coming onto the Compensation Committee; Presidents/CEOs; CFOs; bank auditors; general counsel; compliance; those responsible for drafting or administering bank compensation policies and plans.

Directors: Risk & Compliance:

Location

Newport Beach CA
Sacramento CA

Date

Sep 11
Oct 10

FEES

Newport Beach - Member: (prior to Aug 11) \$295 / (after Aug 11) \$395
Sacramento - Member: (prior to Sep 10) \$295 / (after Sep 10) \$395
Nonmember: \$595
Bank Director Program Participants: \$195

Who Should Attend:
Directors, especially those on or coming onto the Risk Committee; Presidents/CEOs; CFOs; Controllers; bank auditors; risk managers

Directors' Conference – Western Issues

This conference is designed to give your directors the tools necessary to establish and sustain the culture of the bank, provide solutions to some of the most challenging problems with opportunities to interact with industry experts and banker/director peers.

Location

Hawaii

Date

Nov 1-3

FEES

	First Banker/Director	Additional Banker/Director	Spouse/Guest*
CIB/ICBA Member	\$1,095	\$995	\$495
Nonmember	\$1,395	\$1,195	\$695
Bank Director Program Participants:	\$995	\$895	\$395

* Includes reception and meals

Who Should Attend:
Chairman, Directors, Presidents/CEOs

OTHER CONFERENCES FOR DIRECTORS. Please see conferences section in brochure for more details. Or visit us online at www.cib.org

Regulatory eXchange

The Regulatory EXchange is an event for community bankers to hear from and speak openly with their regional regulators in an exchange style setting.

Location

Orange County CA
Sacramento
San Francisco

Date

May 18
May 23
May 31

FEES

CIB/ICBA: Member \$295 Nonmember: \$345
Associate Member: \$545

Community Bank Buying & Selling Forum

This hands-on program looks at actual acquisition agreements, outline steps Boards take to determine pricing as a buyer or seller, and give participants opportunities for one-on-one private consultations to discuss your unique needs and concerns.

Location

Las Vegas, NV

Date

Nov 7-8

FEES

ICBA Member: (prior to Oct. 7) \$695 / (after Oct. 7) \$795
Nonmember: \$895

CIB 22nd Annual Conference

This conference addresses current issues pertinent to the success of community banks and the community banking industry. Attendees will walk away confident with information and solutions they can implement at their banks.

Location

Newport Beach, CA
The Resort at Pelican Hills

Date

Sep 7-9

FEES

CIB/ICBA Member: \$699 Nonmember: \$850
De Novo Fee (Banks 1-7 Years Old) \$295

Community Bank Chairman's Forum

This forum will consider the chairman's role as well as the role of the board of directors, and will explain how the chairman's job can be improved so that fiduciary duties are met and the overall value for stockholders is enhanced.

Location

Las Vegas, NV

Date

Nov 9-10

FEES

ICBA Member: (prior to Oct. 9) \$695 / (after Oct. 9) \$795
Nonmember: \$895
Bank Director Program Participants: \$595



VISIT WWW.CIB.ORG FOR UPDATES AND EVENT INFORMATION

Regulatory eXchange

The Regulatory EXchange is an event for community bankers to hear from and speak openly with their regional regulators in an exchange style setting. With the participation of the nation's top regulatory agencies – the Department of Financial Institutions (DFI), the Federal Reserve Bank of San Francisco (FRBSF), the Federal Deposit Insurance Corp. (FDIC) and the Office of the Comptroller of the Currency (OCC) – attendees are encouraged to submit questions and discussion items beforehand to obtain answers to current regulatory issues. We will also have limited one-on-one consultation appointments available for attendees. Signups for the appointments will be made available shortly.

Location
 Orange County CA
 Sacramento
 San Francisco

Date
 May 18
 May 23
 May 31

FEES
 CIB/ICBA: Member \$295 Nonmember: \$345
 Associate Member: \$545

Who should attend:
 Presidents, CEOs, directors, senior management and leadership officers

Investment Banking & Capital Markets Conference for Community Banks

Attendees will have the opportunity to hear from the Investment Banking & Capital Markets and gain a better understanding of the options currently available today for community bankers.

Location
 San Diego, CA

Date
 Jun 4-5

FEES
 CIB/ICBA Member: (prior to Jun 12) \$595 / (after Jun 12) \$695
 Nonmember: \$795

Who should attend:
 Presidents, CEOs, directors, senior management and leadership officers

Community Bank CFO Conference

Designed for the community bank CFOs, this conference provides solutions to your most challenging issues through industry expert presentations and peer discussions.

Location
 San Diego, CA

Date
 Jun 6-8

FEES
 CIB/ICBA Member: (prior to May 6) \$595 / (after May6) \$695
 Nonmember: \$795

Who should attend:
 CFO, Controllers, Cashiers, Finance Officers

HR Conference

Designed for the community bank HR/Training professional, this conference provides solutions to your most challenging issues through industry expert presentations and peer discussions.

Location
 San Francisco, CA

Date
 Jul 12-13

FEES
 CIB/ICBA Member: (prior to Jun 12) \$595 / (after Jun 12) \$695
 Nonmember: \$795

Who should attend:
 HR, Benefits Training, Compensation and Members of Compensation Cmtes

CIB 22nd Annual Conference

This conference addresses current issues pertinent to the success of community banks and the community banking industry. Attendees will walk away confident with information and solutions they can implement at their banks.

Location
 Newport Beach, CA
 The Resort at Pelican Hills

Date
 Sep 7-9

FEES
 CIB/ICBA Member: \$699
 Nonmember: \$850
 Associate (non exhibitor): \$750
 De Novo Fee (Banks 1-7 Years Old) \$295

Who should attend:
 Presidents, CEOs, directors, senior management and leadership officers

Add Ons
 Spouse/Guest \$350
 Spouse/Guest Tour \$95



Conferences & Forums cont'd

Bank Technology Conference

Designed for the Community Bank IT professionals, this conference presents current hot topics in bank technology and security. You'll get up-to-date best practices and access to solutions that meet your needs and work within your bank.

Location

Las Vegas, NV

Date

Sep 12-14

FEES

CIB/ICBA Member: (prior to Aug 12) \$595 / (after Aug 12) \$695
Nonmember: \$795

Who should attend:
CTO, CIO, IS Managers,
Tech Security Officers

Community Bank Risk Management Conference

Location

San Diego, CA

Date

Sep 24-25

FEES

CIB/ICBA Member: (prior to Jun 12) \$595 / (after Jun 12) \$695
Nonmember: \$795

Who should attend:
Risk Officers, Compliance, COO, CAO
President/CEOs, Risk Cmt Members
Internal Audit/Control, General Counsel

Community Bank Regulatory Compliance Conference

Location

San Diego, CA

Date

Sep 26-27

FEES

Who should attend:
Risk Officers, Compliance, COO, CAO
President/CEOs, Risk Cmt Members
Internal Audit/Control, General Counsel

Community Banking in Future

The "how" of community banking continues to evolve. The bank of tomorrow will look, feel, and operate differently than they do today. This conference is designed to help community bankers focus on what they need to do today to prepare for the coming changes.

Location

Sacramento, CA

Date

Oct 11-12

FEES

CIB/ICBA Member: (prior to Sep 11) \$795 / (after Sep 11) \$895
Nonmember: \$995

Who should attend:
Executive and C Suite Officers

Directors Conference – Western Issues

This conference is designed to give your directors the tools necessary to establish and sustain the culture of the bank, provide solutions to some of the most challenging problems with opportunities to interact with industry experts and banker/director peers.

Location

Hawaii

Date

Nov 1-3

FEES	First Banker/Director	Additional Banker/Director	Spouse/Guest*
ICBA Member	\$1,095	\$995	\$495
Nonmember	\$1,395	\$1,195	\$695
Bank Director Program Participants:	\$995	\$895	\$395

* Includes reception and meals

Who Should Attend:
Chairmen, Directors, Presidents/CEOs:

Community Bank Buying & Selling Forum

A heightened merger and acquisition environment is shaping up. This program focuses on the changed regulatory and pricing market for buyers and sellers. It also discusses the basic mechanics of transactions and pricing, and the traditional steps to take to position your bank to be a buyer or to position yourself to be a seller. This hands-on program looks at actual acquisition agreements, outline steps Boards take to determine pricing as a buyer or seller, and give participants opportunities for one-on-one private consultations to discuss your unique needs and concerns.

Location

Las Vegas, NV

Date

Nov 7-8

FEES

ICBA Member: (prior to Oct. 7) \$695 / (after Oct. 7) \$795
Nonmember: \$895

Who should attend:
Chairmen, Directors,
Presidents/CEOs:

Community Bank Chairman's Forum

Developed by chairmen for chairmen, this forum is facilitated by experts whose industry knowledge and expertise working with boards of directors is guaranteed to boost your bank's performance. This forum will consider the chairman's role as well as the role of the board of directors, and will explain how the chairman's job can be improved so that fiduciary duties are met and the overall value for stockholders is enhanced. Attendees will have the opportunity to discuss issues with fellow chairmen from across the country and industry experts. Learn what other chairmen are doing to improve their bank's bottom line, and how your bank can implement similar ideas.

Location

Las Vegas, NV

Date

Nov 9-10

FEES

ICBA Member: (prior to Oct. 9) \$695 / (after Oct. 9) \$795
Nonmember: \$895
Bank Director Program Participants: \$595

Who should attend:
Chairmen, Vice Chairmen
Incoming Chair

Holiday Dinner with CIB Board

Location

Newport Beach, CA

Date

Dec. 5

FEES

TBD

Who should attend:
ALL



EDUCATION

Registration Form



Education Event Name: _____

Education Event Date: _____

Education Event Location: _____

Attendee's Name: _____

Name on Badge: _____

Current Title at Bank: _____

Sponsoring Bank or

Bank Client: _____

Mailing Address: _____

City: _____

State: _____ Zip Code: _____

Phone: _____ Fax: _____

Email: _____

PAYMENT INFORMATION:

Payment must be made by credit card or check payable to:

California Independent Bankers or ICBA

and mailed to: 4675 MacArthur Court, Suite 1410, Newport Beach, CA 92660

Payment Amount: \$ _____

A check payable to CIB/ICBA is enclosed OR Charge my Visa MasterCard
 American Express Discover

Card Number: _____ ExpirationDate _____

Signature: _____

If you have any questions call the CIB at 949/756-6300 or toll free 800/627-6613.

Please fax completed form to the CIB Education Department at 949/756-8751. Thank You