



**NEXT  
LEVEL**

# Iowa School of Banking



**June 9-14, 2024**  
Sheraton Hotel | West Des Moines



**IOWA BANKERS**  
ASSOCIATION



# INFORMATION & REQUIREMENTS

## DATE/LOCATION

The Iowa School of Banking will be June 9-14, 2024 at the West Des Moines Sheraton Hotel, 1800 50th St., West Des Moines. Both first and second year classes meet during the same week.

## MISSION AND PURPOSE

The Iowa School of Banking is designed for employees who possess a current knowledge of banking that sufficiently prepares them for this advanced paced curriculum. The mission of this school is to teach bankers to understand the business of managing a bank, employees, financial decisions, how bank departments are inter-related and the economic environment of the business of banking. The Iowa School of Banking School will also prepare bankers for any of the national graduate banking schools.

## BENEFITS OF ATTENDING

The Iowa School of Banking builds a bridge between concepts and practical application. The curriculum consists of practical classroom sessions and experience with a computer-generated bank simulation, BankExec. The balance of classroom and simulation creates a program that will be of value to bankers throughout their career. The school provides bankers with:

- A comprehensive understanding of the connections between banking functions and the banking environment.
- Practical application of classroom learning by completing and intersession assignment.
- Opportunities to experience the complexity of managing a successful bank through a hands-on computer simulation

## ATTIRE

While attending the school, please feel free to wear casual, comfortable attire.

## APPLICATION PROCESS

Completion of the intersession project between the first and second year is a prerequisite for re-admission the second year.

Prospective students should complete a school application form and return it to the IBA office by Friday, May 17, 2024.

Return to:

Attn: School Registrar

Iowa Bankers Association

8901 Northpark DJohnston, IA 50131

## WHO SHOULD ATTEND

The school is designed for recent college graduates, management trainees, and bank employees who wish to build on skills acquired through study or bank experience. The following minimum requirements are suggested:

- An associate degree, ABA courses in Money and Banking, Banking Fundamentals, and/or accounting, or equivalent college courses and three years' experience in the financial service industry; or
- A bachelor's degree in finance or economics and one year experience in the financial service industry; or
- A graduate of IBA's Commercial Lending or Consumer Credit School
- Applicants with special circumstances will be handled on an individual basis.
- Applicant must have the recommendation of the bank's executive officer (a signature line is provided on the application form for this purpose).

## TUITION & APPLICATION

Registration fee includes: tuition, housing, meals, materials and application fee (all inclusive).

	Single	No Housing
Member	\$1,850	\$1,550
Non-Member	\$3,700	\$3,100

Any applicant not admitted to the school will receive a full refund. Any applicant withdrawing 30 days prior to the school will receive a full refund. If the applicant withdraws fewer than 30 days before the school begins, a \$200 non-refundable fee will be retained.

## QUESTIONS

Call or email the IBA's Darcy Burnett at (800) 532-1423 or [dburnett@iowabankers.com](mailto:dburnett@iowabankers.com).

*This institution does not discriminate with regard to race, gender, color, creed, national origin, or age.*

# NEXT LEVEL

## 2024 Iowa School of Banking

June 9-14, 2024 | Sheraton Hotel | West Des Moines



- Single Room       No Housing  
 1st Year Student       2nd Year Student

### APPLICATION

Full Name: \_\_\_\_\_ Nickname (for badge) \_\_\_\_\_

Bank: \_\_\_\_\_ Title: \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Business Phone \_\_\_\_\_ Cell Phone: \_\_\_\_\_

E-mail \_\_\_\_\_

Emergency Contact Name: \_\_\_\_\_ Emergency Contact #: \_\_\_\_\_

If you require special accommodations, such as handicap accessibility, or have special dietary needs, indicate below:

#### Educational Background (Highest Level Achieved)

- High School
- Associate Degree
- Bachelor's Degree in Bus. Admin. or Econ.
- Bachelor's Degree - Other major
- Master's Degree
- Ph.D.
- Law Degree

#### Size of Bank (Assets)

- Under \$50 million
- \$50 to \$100 million
- \$100 to \$250 million
- \$250 to \$500 million
- \$501 million to \$1 billion
- Over \$1 billion
- Bank Holding Company

#### Total Years in Banking

- Less than 2 years
- 2 - 4 years
- 5 - 10 years
- 11 - 15 years
- 16 - 20 years
- Over 20 years

**RELEVANT EDUCATIONAL OR TRAINING EXPERIENCE:** (College degree, college level courses, banking schools, training classes, etc. to demonstrate financial services experience and/or knowledge)

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In applying for admission to this school, I understand that I will be expected to attend all classes, to prepare assigned work, and to abide in all respects by the standards established by the school. I understand that the School Advisory Board reserves the right to expel any student whose conduct is unprofessional while attending the school. I also understand my signature allows the IBA to release my completion status to my employer.

Applicant's Signature \_\_\_\_\_ Date \_\_\_\_\_

The submission of this application has been approved by the bank. (To be signed by the president, CEO, department head, personnel officer or other executive authorized by the bank.)

Nominating Officer's Signature \_\_\_\_\_ Date \_\_\_\_\_

Nominating Officer's Name (please print) \_\_\_\_\_ Title \_\_\_\_\_

### Return application and payment by Friday, May 17, 2024 to:

Attn: School Registrar • Iowa Bankers Association • 8901 Northpark Dr. • Johnston, IA 50131

You will receive a confirmation email from the IBA upon receipt of your application. Your application for admission will be reviewed by the Iowa School of Banking Advisory Board to confirm official acceptance.

Any questions may be directed to: Darcy Burnett, [dburnett@iowabankers.com](mailto:dburnett@iowabankers.com) or (515) 286-4352.

Registration in Iowa Bankers Association (IBA) events and activities constitutes an agreement by the attendee to the IBA's use and distribution, both current and future, of the attendee's image or voice in photographs, videotapes, electronic reproductions and audiotapes of such events and activities. Please check [iowabankers.com](http://iowabankers.com) for more details.

# 2024 Iowa School of Banking

## COURSE CURRICULUM

### General Banking 1: First Year Session

#### ASSET/LIABILITY MANAGEMENT

This module introduces the concept of GAP and the management of interest rate risk.

#### BANK FINANCIAL ANALYSIS

This module introduces the analysis and evaluation of bank financial statements and includes key balance sheet and income statement performance ratios.

#### DEVELOPING A SALES CULTURE IN A BANK

This module addresses a variety of environmental factors, which bankers must consider during a bank's evolution to a sales culture.

#### INVESTMENTS

This module covers the types of securities that banks own, their risk and yield features, and various strategies associated with the composition and management of a bank securities portfolio.

#### HUMAN RESOURCE MANAGEMENT

This module examines the role of the human resource function and discusses the duties and responsibilities of both the human resources department and key managers.

#### LENDING

This module examines bank lending policies and the fundamental issues involved in loan decisions, loan structure, and pricing.

#### MACROECONOMICS

This module examines the Federal Reserve System and its role in the implementation of monetary policy and its impact on the banking industry.

#### MANAGING LIQUIDITY AND CAPITAL PLANNING

This module focuses on the measurement and management of a bank's liquidity position and the role of bank capital.

#### MARKETING BANK SERVICES & SALES CULTURE

This module focuses on essential marketing functions and the development of an effective sales culture.

#### STRATEGIC PLANNING AND CONTROL

This module covers the elements, formulation and implementation of an effective strategic plan.

#### TRUST

This module includes an introduction to basic trust services and the overall role of trust departments. It emphasizes the essential function of a bank trust department.

### General Banking 2: Second Year Session

#### BANKEEXEC

The core of the second-year curriculum is BankExec, a sophisticated bank management simulation exercise developed by the American Bankers Association and the Federal Deposit Insurance Corp. Each participant is assigned to a bank management team and shares responsibility for the decision-making functions of a commercial bank.

#### INVESTMENTS

This module n advanced analysis of investment securities and investment portfolio management.

#### ASSET/LIABILITY MANAGEMENT

This module is an extension of the first year asset/management session focusing on the management of interest rate risk and the pricing of assets and liabilities.

#### LENDING

This modules includes principles of loan portfolio management and the causes, indicators, and management of problem loans.

#### BUSINESS ETHICS

This session examines current issues in business ethics such as fraud, whistle blowing and downsizing. Session participants will also discuss how to make decisions using moral principles. Current events, short cases and class discussion are the teaching techniques used in this session.

