MAINE BANKERS Association

# 2012 Webinar Schedule by Category

**Revised December 22, 2011 v.3**

## Auditing & Accounting

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|---|---|
| January 26, 2012 | Understanding Borrowers' Tax Returns, Part 1: Basics, Itemized Deductions, Interest & Dividend Income & Sole Proprietorships (Schedule C)<br>Tim Harrington, TEAM Resources |
| February 29, 2012 | Understanding Borrowers' Tax Returns, Part 2: Income from Rentals, Royalties, Partnerships, S Corps & Farms<br>Tim Harrington, TEAM Resources |
| March 8, 2012 | **Accounting/Auditing Series:** Troubled Debt Restructuring Issues: The Accountant's Perspective<br>S. Wayne Linder, Young & Associates, Inc. |
| April 10, 2012 | Auditing Your Bank's Website<br>Ann Brode, Brode Consulting Services, Inc. |
| April 26, 2012 | **Accounting/Auditing Series:** Auditing Capital Records: Are Your Bank's Squeaky Clean?<br>Rhonda Hudson, Compliance +, Inc. |
| June 21, 2012 | **Accounting/Auditing Series:** Accounting & Auditing Reports to the Board<br>David Osburn, Osburn & Associates, LLC |
| August 7, 2012 | **Accounting/Auditing Series:** Recent Accounting Developments & a Look Ahead<br>Bruce Richter, Eide Bailly, LLP |
| September 27, 2012 | Conducting the 2012 ACH Audit<br>Shelly Simpson, EPCOR |
| October 4, 2012 | **Accounting/Auditing Series:** Accounting for OREO<br>Bruce Richter, Eide Bailly, LLP |
| December 6, 2012 | **Accounting/Auditing Series:** Dissecting Loan Loss Reserves<br>S. Wayne Linder, Young & Associates, Inc. |

## Security & Fraud

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| February 22, 2012 | Business Account Takeover Alert: What You Need to Know Now!<br>Jackie Marshall, Gladiator Technology |
| March 29, 2012 | Identifying & Preventing Elder Financial Abuse<br>Luann Kohlmann, WACHA |
| April 11, 2012 | Computer Security for All Staff<br>Barry Thompson, Thompson Consulting Group, LLC |

September 25, 2012 Conducting Investigations: The Basics for New Security Officers
Barry Thompson, Thompson Consulting Group, LLC

## Lending

January 4, 2012 Managing the New Appraisal Guidelines for Residential Property
Ann Brode, Brode Consulting Services, Inc.

January 10, 2012 **Commercial Lending Series:** Required Compliance for Real-Estate-Secured Commercial Loans
Susan Costonis, Compliance Consulting and Training for Financial Institutions

January 31, 2012 SBA Eligibility Hot Topics
Kimberly Rayer & Ethan Smith, Starfield & Smith, PC

February 2, 2012 Loan Stress Testing for Today's Banking Reality
S. Wayne Linder, Young & Associates, Inc.

February 3, 2012 **SPECIAL EDITION**
**Friday Morning** Understanding the New Federal Bankruptcy Procedures & Forms Line-by-Line
Elizabeth Fast, JD & CPA, Banker's Choice

February 9, 2012 Loan Participations: Compliance, Documentation, Servicing & More
Elizabeth Fast, Bankers Choice

February 23, 2012 GFE & HUD 1: Issues & Update
Bill Elliott, Young & Associates, Inc.

March 7, 2012 **Commercial Lending Series:** Lending to the Small Business Owner/Guarantor in Today's Economy
David Osburn, Osburn & Associates, LLC

March 27, 2012 Real Estate Loan Workouts, Foreclosures, Short Sales & Deficiency Judgments
Elizabeth Fast, Bankers Choice

April 3, 2012 Call Report Revisions & Updates
Judith Jenkins, Bank Training Services

April 19, 2012 Credit Processes & Asset Quality Issues: Your Bank's Biggest Risk
S. Wayne Linder, Young & Associates, Inc.

April 24, 2012 Agricultural Lending Update & Outlook
Dr. David Kohl, AgriVisions, LLC

May 10, 2012 Lender Alert: Regulation Z Mortgage Application Timing Requirements
Bill Elliott, Young & Associates, Inc.

May 24, 2012 **Commercial Lending Series:** Commercial Loan Workouts & Sample Policies
Ann Brode, Brode Consulting Services, Inc.

June 7, 2012 Medallion & Signature Guarantee Rules & Risks
Elizabeth Fast, Bankers Choice

June 12, 2012 Denied Loan Requirements: Consumer, Commercial & Residential

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| | Ann Brode, Brode Consulting Services, Inc. |
| June 14, 2012 | **Commercial Lending Series:** Debt Service Coverage Calculations in Underwriting<br>S. Wayne Linder, Young & Associates, Inc. |
| July 11, 2012 | Protecting the SBA Guaranty Start to Finish<br>Kimberly Rayer & Ethan Smith, Starfield & Smith, PC |
| July 18, 2012 | 10 Key Factors in Making Good Consumer Loan Decisions<br>Tim Harrington, TEAM Resources |
| July 19, 2012 | Call Report Preparation: RC-R Risk-Based Capital<br>Judith Jenkins, Bank Training Services |
| August 9, 2012 | **Commercial Lending Series:** Regulator Issues for the Credit Analyst<br>S. Wayne Linder, Young & Associates, Inc. |
| August 28, 2012 | Call Report Preparation: RC-C Part I & Related Lending Schedules<br>Judith Jenkins, Bank Training Services |
| September 13, 2012 | SAFE Act: Tracking, Renewing & Compliance<br>Ann Brode, Brode Consulting Services, Inc. |
| October 25, 2012 | **Commercial Lending Series:** Analyzing Ratios & Cash Flow in Commercial Lending<br>Tim Harrington, TEAM Resources |
| November 27, 2012 | Legal Update – Loans: 2012 in Review<br>Elizabeth Fast, Bankers Choice |
| December 19, 2012 | Commercial Property Appraisal Compliance<br>Elizabeth Fast, Bankers Choice |

## IRA

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| January 24, 2012 | IRA/HSA Review & Update 2011 Tax Year<br>Deborah Crawford, gettechnical inc |
| November 6, 2012 | Top 10 IRA Issues: Compliance, Reporting, Death & Distributions<br>Deborah Crawford, gettechnical inc |

## Information Technology

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| February 28, 2012 | IT Security 2012: Regulator Hot Buttons<br>Dr. Kevin Streff, Secure Banking Solutions |
| June 19, 2012 | Documenting Your Required Information Security Program<br>Dr. Kevin Streff, Secure Banking Solutions |
| August 30, 2012 | Preparing for Your FFIEC Authentication Guidance Regulatory Exam<br>Debi Randol, Gladiator Technology |
| September 5, 2012 | Network Security 101 |

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| | Dr. Kevin Streff, Secure Banking Solutions |
| November 29, 2012 | Best Practices in IT Risk Assessment Programs<br>Dr. Kevin Streff, Secure Banking Solutions |

## Human Resources

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| March 15, 2012 | Writing Effective HR & E-Policies to Manage Behavior, Maximize Compliance & Mitigate Risks<br>Nancy Flynn, The ePolicy Institute™ |
| May 31, 2012 | Essential HR Recordkeeping from Hiring to Firing<br>Kay Robinson, Robinson HR Consulting |

## Collections

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| May 23, 2012 | Your Customer Has Filed Bankruptcy, Now What?<br>Elizabeth Fast, Bankers Choice |
| November 14, 2012 | Advanced Collection Tools<br>David Osburn, Osburn & Associates, LLC |

## Compliance

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| February 7, 2012 | New BSA Officer Training<br>Deborah Crawford, gettechnical inc |
| February 15, 2012 | Community Bank Actions for Debit Card Interchange Rules: Effective April 2012<br>Lee Wetherington, ProfitStars® |
| February 16, 2012 | **Required Compliance Series:** Regulatory Compliance for the Board & Senior Management<br>Ann Brode, Brode Consulting Services, Inc. |
| March 6, 2012 | Overdraft Protection Update: Regulations, Lawsuits & Guidance<br>Deborah Crawford, gettechnical inc |
| March 22, 2012 | You Received a BSA Exam Request Memo, What are the Proper Steps?<br>Ann Brode, Brode Consulting Services, Inc. |
| April 5, 2012 | ACH Rules Update 2012<br>Shelly Simpson, EPCOR |
| April 17, 2012 | **Required Compliance Series:** Regulatory Compliance for the Frontline<br>Deborah Crawford, gettechnical inc |
| May 30, 2012 | **Required Compliance Series:** Regulatory Compliance for Lenders<br>Susan Costonis, Compliance Consulting and Training for Financial Institutions |
| July 24, 2012 | **Required Compliance Series:** Regulatory Compliance for Deposit/Operations<br>Deborah Crawford, gettechnical inc |
| July 26, 2012 | CRA Compliance & FAQs<br>Ann Brode, Brode Consulting Services, Inc. |

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| September 20, 2012 | **Required Compliance Series:** Regulatory Compliance for All Staff: Red Flags for Identity Theft, Bribery & Privacy<br>Ann Brode, Brode Consulting Services, Inc. |
| November 15, 2012 | Wire Transfer Compliance<br>Rhonda Hudson, Compliance +, Inc. |
| November 20, 2012 | **Required Compliance Series:** Bank Protection Act Robbery Preparedness for All Staff<br>Barry Thompson, Thompson Consulting Group, LLC |
| December 5, 2012 | Escrow Account Compliance<br>Ann Brode, Brode Consulting Services, Inc. |

## Directors

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| January 12, 2012 | **Director Series:** Banking Out of Recession<br>Lee Wetherington, ProfitStars® |
| March 20, 2012 | **Director Series:** Managing Liquidity Risk: The Board's Role<br>Gary Young, Young & Associates, Inc. |
| May 15, 2012 | **Director Series:** Buy, Sell or Remain Independent: Strategic Decisions for Your Board<br>Jeffery Gerrish, Gerrish, McCreary, Smith, Consultants & Attorneys **TOPIC CHANGE** |
| July 17, 2012 | **Director Series:** Asset/Liability Management for Directors<br>Gary Young, Young & Associates, Inc. |
| September 11, 2012 | **Director Series:** Not Strategic Planning, Action Planning!<br>Jeffery Gerrish, Gerrish, McCreary Smith Consultants & Attorneys |
| November 8, 2012 | **Director Series:** The Board's Role with the Loan Committee<br>Ann Brode, Brode Consulting Services, Inc. |

## Frontline & New Accounts

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| February 14, 2012 | Accepting Powers-of-Attorney: 10 Deposit Account Hotspots<br>Deborah Crawford gettechnical inc |
| May 3, 2012 | Minor Accounts: Legal Ownership, Debit Cards & Access<br>Deborah Crawford, gettechnical inc. |
| June 5, 2012 | Frontline Professionalism: Understanding Endorsements<br>Deborah Crawford, gettechnical inc |
| August 14, 2012 | Beware! Signature Card Danger Zones: Account Titling, Ownership & Access<br>Deborah Crawford, gettechnical inc |
| August 21, 2012 | Head Teller Development: Improving Teller Performance<br>Ann Brode, Brode Consulting Services, Inc. |
| September 6, 2012 | The Legal Side of Dealing with Powers-of-Attorney & Living Trust Documents |

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| | Elizabeth Fast, Bankers Choice |
| September 18, 2012 | Opening Donation, Memorial & Other Accounts for Non-Profit Organizations<br>Deborah Crawford, gettechnical inc |
| October 16, 2012 | Frontline Professionalism: Compliance at Account Opening<br>Ann Brode, Brode Consulting Services, Inc. |
| October 23, 2012 | Business Accounts: Who is Authorized to Open, Close, Transact?<br>Deborah Crawford, gettechnical inc |
| December 4, 2012 | Opening Trust Accounts: Documenting Authority & Liability<br>Deborah Crawford, gettechnical inc |

## Senior Management

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| January 18, 2012 | Roadmap for Reporting to the Board<br>Barry Thompson, Thompson Consulting Group, LLC |
| January 19, 2012 | Capital Stress & Capital Contingency: Their Role in Capital Planning<br>Gary Young, Young & Associates, Inc. |
| June 28, 2012 | Branch Performance Indexing: Are Your Branches Achieving Their Full Potential?<br>John Matheny, Abound Resources |
| July 10, 2012 | Capital is Available: How Do You Find It?<br>Jeffery Gerrish, Gerrish, McCreary, Smith, Consultants & Attorneys |
| July 12, 2012 | Facebook & Community Banking: What Should Your Strategy Be?<br>Eric Cook, WSI Internet Consulting |
| October 10, 2012 | Fee Income Challenges: Best New Revenue & Cost Cutting Opportunities<br>Lee Wetherington, ProfitStars® |
| October 18, 2012 | UBPR Peer Group Comparison: Getting It Right!<br>Gary Young, Young & Associates, Inc. |
| November 7, 2012 | Being Prepared for Regulatory Exams<br>Ken Proctor, Abound Resources |
| December 13, 2012 | The Four Components of a Social Technology Strategy: Making Them Work at Your Bank<br>Eric Cook, WSI Internet Consulting |

## Operations

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| January 5, 2012 | Regulation E Legal Update: How to Properly Handle ATM & Debit Card Claims<br>Elizabeth Fast, Bankers Choice |
| April 12, 2012 | Handling the Bank’s Right of Set Off<br>Elizabeth Fast, Bankers Choice |

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| May 8, 2012 | FDIC Records & Email Retention Rules<br>Nancy Flynn, The ePolicy Institute™ |
| May 17, 2012 | Handling Check Exceptions, Returns & Adjustments<br>Ellen Heffner, ECCHO |
| June 26, 2012 | Understanding & Navigating ACH Rules for ODFIs<br>Shelly Simpson, EPCOR |
| July 31, 2012 | Dealing with Record/Document Retention & Destruction<br>Elizabeth Fast, Bankers Choice |
| August 2, 2012 | All Things Mobile: Banking, Payments, Security & More<br>Lee Wetherington, ProfitStars® |
| August 16, 2012 | Understanding & Navigating ACH Rules for RDFIs<br>Shelly Simpson, EPCOR |
| August 23, 2012 | Garnishments, Subpoenas, Summonses, Levies: Getting It Right!<br>Elizabeth Fast, Bankers Choice |
| September 12, 2012 | ACH Exceptions & Returns: Unauthorized, Revoked, Stop Payment: Which Is It?<br>Luann Kohlmann, WACHA |
| October 2, 2012 | Debit Card Error Resolution & Regulation E Investigations<br>Heather Briganti, Mid-Atlantic Payments Association |
| October 11, 2012 | Safe Deposit Boxes: Drilling, Death & Unclaimed Property<br>Elizabeth Fast, JD & CPA, Bankers Choice |
| October 30, 2012 | Managing E-Sign, E-Statements & E-Disclosures<br>Nancy Flynn, The ePolicy Institute™ |
| December 11, 2012 | Legal Update – Deposit Operations: 2012 in Review<br>Elizabeth Fast, Bankers Choice |
| December 18, 2012 | Really Understanding the "Midnight Deadline" for Processing Returns<br>Ellen Heffner, ECCHO |

Director's Series broadcasts are scheduled from 10:00-11:30 AM Central Time

**Most webinars are scheduled from 2:00-3:30 PM Central Time unless otherwise indicated. Please check the brochure copy to confirm the time.**