



## NORTHERN NEW ENGLAND SCHOOL OF BANKING

To: CEOs and Human Resource Officers of  
Association Member Banks:  
Maine Bankers Association  
New Hampshire Bankers Association  
Vermont Bankers Association, Inc.

From: Chris D'Elia, Vermont Bankers Association  
Kristy Merrill, New Hampshire Bankers Association  
Jim Roche, Maine Bankers Association

Date: June 11, 2024

Regarding: Registration, Application and Preliminary Curriculum for the  
2024 Northern New England School of Banking

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On behalf of the Trustees of the Northern New England School of Banking, we are pleased to announce the Preliminary Program for the 2024 Northern New England School. The School will run from Monday, October 21 through Friday, October 25, 2024, and be held at **THE VENUE AT PORTWALK PLACE** in Portsmouth, New Hampshire.

Once again, our Trustees have developed a timely and meaningful curriculum for the School. Based on both student and trustee evaluations, we retain the highest rated speakers from the previous schools. These speakers also provide the most current content in their area of expertise.

Each year the Trustees also add new segments with new speakers that keep the School current so as to meet your bank's educational needs and match the ever-changing banking world you compete in! The Northern New England School receives overwhelming support and praise from students, trustees and faculty, as well as bank CEOs and senior banking officers who send their employees.

The Northern New England School is one of the oldest general banking schools in the country, dating back to 1953. The School is geared to supervisors, management trainees or junior officers, but is used by many banks more and more frequently to provide bankers who perform very specific tasks with a broad education about the many diverse operations of a bank. The general background training includes the essentials for an introductory school of bank management. The curriculum also focuses on areas of personal development such as self-motivation, adapting to change, and communication skills.

Featured presenters for 2024 include Jack Agati (Motivation and Attitudes); Matt Putvinski (Future of Financial Services); and a CEO Panel with a CEO from Maine, New Hampshire and Vermont. This historically has been one of the highest rated sessions each year with the participants discussing how their

### *Co-sponsors*

Maine Bankers Association  
207-791-8400

New Hampshire Bankers Association  
603-224-5373

Vermont Bankers Association  
802-229-0341



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bank remains competitive in a global market. There will be core segments on the role of banks in today's economy, the importance of lending, asset liability management, financial statements, bank marketing programs, wealth management, enterprise risk management, human resource issues and technology in the world of banking. Plus, networking and teambuilding exercises have been added.

**All students will be expected to complete a written assignment following the residential session, holding your students accountable for learning some new concepts while attending the School.** The School continues to utilize many teaching formats, including lecture, case study, panel presentations, group sessions and workshops. Combined, these sessions expose students to the ideas of many banking industry leaders as well as learn core banking and personal skills.

**ENROLLMENT IS LIMITED – PLEASE RETURN ALL APPLICATIONS TO THE VERMONT BANKERS ASSOCIATION NO LATER THAN FRIDAY, SEPTEMBER 20, 2024!**

The School has enjoyed excellent attendance during the past decade, and record attendance the last few years, so respond quickly to assure your student's slot in this year's class. 2024 tuition is \$595 per person for the first 1 – 4 attendees, \$575 per person for the 5<sup>th</sup> – 8<sup>th</sup> attendees, and \$555 per person for the 9<sup>th</sup> and additional attendees, and room and board is \$1,940.00 per person **single** occupancy, which covers four nights lodging, all meals, except for Wednesday dinner (students will be on their own), breaks, parking, one reception, the facilities, and speakers. For those who attend but are not staying overnight, the cost is \$880, which reflects the room and board cost without the overnight room charge. Our trustees continue to work to deliver a top-notch educational experience at a low price – compared to one- or two-day seminars costing \$700 per day or more.

### **SAFETY MEASURES IN PLACE**

The hotel will be following the safety guidelines by the state and CDC at the time of the School event if necessary.

Students must complete and return the enclosed application for admission and rooming form. **Students will receive information on travel, attire, and other materials about 10 days prior to the School session.**

**SCHOOL CANCELLATION POLICY:** A cancellation fee of \$100 will be assessed after September 20, 2024. Because of our guarantees to The Portwalk Place, no refunds are available after September 25, 2024. Replacements will be considered.

If you have any questions, please call Chris D'Elia or Rebecca Kilian at the Vermont Bankers Association office 802-229-0341 or email [vtbanker@sover.net](mailto:vtbanker@sover.net).

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