

AIB Certificate & Diploma Worksheets

Personal Banking Diploma

General Information

Social Security No: _____

Date: _____

Name: _____

Bank: _____

Required Programs

You must complete the following courses.

<i>Grade</i>	<i>Course</i>
_____	Principles of Banking
_____	Fundamentals of Consumer Lending

Diploma Requirements & Eligibility

To earn a Personal Banking Diploma all the following criteria must be met:

- Successful completion of required and elective programs;
- "C" average or better; and
- A grade of A, B, C, or D for all programs of 2 or more credits.

Questions?

Contact Susan Clark at 317-387-9380
or sclark@indianabankers.org



Required eLearning Programs

You must complete the following thirteen courses.

<i>Grade</i>	<i>Course</i>
_____	Building & Retaining Customer Relationships
_____	Consumer Credit Products
_____	Cross-Selling Deposit Products
_____	Dealing Effectively with Co-Workers
_____	Effective Referrals
_____	Ethical Issues for Bankers
_____	Intro. to Relationship Selling
_____	Managing Time at Work
_____	Overview of Finan. Statements
_____	Profiling Mortgage Prospects
_____	Regulatory Compliance for Personal Bankers*
_____	Tele-consulting
_____	Writing Bank Correspondence

* course coming soon