



Discover why more people choose the fastest growing way to get AIB courses – online and on their time.

You know how important training is to your career and to your bank. So why settle for anything less than training from the industry's leading provider?

The American Institute of Banking (AIB) has been the leader in bank training for more than 100 years. Today AIB offers you the same high-quality education in a convenient online format to suit your schedule and career goals.

A powerful learning experience

- Current and authoritative textbooks and readings
- Experienced online instructors with banking expertise
- Exercises and exams to test your learning
- All the value of a classroom on your schedule

Courses you need when you want them

- Topics include banking basics, lending, retail banking, accounting, trust, bank management, marketing and sales, and more
- The high quality of an AIB course delivered online
- Set your schedule each week – no need to be online at a certain date or time

Attention from your instructor, interaction with your peers

- All courses facilitated by an instructor who provides feedback on assignments and is available to answer your questions
- Peer interaction and discussion are an integral part of the class and maximize the learning experience
- Instructors are banking or training professionals in the industry
- The class size provides the opportunity for as much attention as you need

Top-quality, up-to-date curriculum

- Content developed with an insider's perspective – by bankers, for bankers
- Curriculum updated as needed for accuracy and relevance to the dynamic financial services industry
- High completion rates and student satisfaction

AIB credentials, ICB certification and college credit

- Courses may apply to more than one AIB diploma or certificate, allowing more rapid attainment of credentials and career progress
- Courses may count toward certification by the Institute of Certified Bankers (ICB) – one of financial services' most highly respected and valued credentials
- Many courses have been reviewed by the American Council on Education (ACE) for college credit
- Courses may contribute toward professional licensing requirements

AIB Online Courses: How They Work

- Many courses include a textbook, which is included in your course fee
- Each week your instructor posts a new assignment which includes a reading – either in a textbook or online – and homework submitted through the discussion board to your instructor
- You complete each assignment during the week, but at your convenience
- Self-check quizzes each week test your understanding of the material
- Exams – proctored midterms and/or finals – are taken online
- Your instructor is always available to provide feedback and answer any questions
- Our help desk is an 800 number call away
- Overall grade is based on your performance on the weekly assignments, class participation and exam(s)
- AIB credits are awarded upon successful completion of each course

Schedule of AIB Instructor-Led Online Courses

Course Title	Catalog #	Start Date	End Date	Duration (weeks)	Credit AIB	Credit ACE	Price Member	Price Non
ABA Online Review Course for the CRCM Exam with textbook	3007024	1/23/2012	3/18/2012	8	1	0	\$710	\$940
ABA Online Review Course for the CRCM Exam with CD-ROM text	3007023	1/23/2012	3/18/2012	8	1	0	\$575	\$765
ABA Online Review Course for the CRCM Exam w/o textbook	3007022	1/23/2012	3/18/2012	8	1	0	\$475	\$705
Analyzing Bank Performance with textbook *#	3007030	2/6/2012	3/25/2012	7	2	0	\$780	\$1,010
Analyzing Bank Performance w/o textbook *	3007029	2/6/2012	3/25/2012	7	2	0	\$645	\$875
Analyzing Financial Statements *	3007013	1/9/2012	4/29/2012	16	3	3	\$520	\$640
Analyzing Financial Statements *	3007031	2/6/2012	6/3/2012	16	3	3	\$520	\$640
Analyzing Financial Statements *	3007045	3/5/2012	6/24/2012	16	3	3	\$520	\$640
Analyzing Financial Statements *	3007058	4/2/2012	7/22/2012	16	3	3	\$520	\$640
Analyzing Financial Statements *	3007072	5/7/2012	8/26/2012	16	3	3	\$520	\$640
Basic Administrative Duties of a Trustee	3007064	4/23/2012	5/27/2012	5	1	0	\$225	\$300

<u>Course Title</u>	<u>Catalog #</u>	<u>Start Date</u>	<u>End Date</u>	<u>Duration (weeks)</u>	<u>Credit AIB</u>	<u>Credit ACE</u>	<u>Price Member</u>	<u>Price Non</u>
Consumer Lending	3007018	1/17/2012	5/6/2012	16	3	3	\$440	\$540
Consumer Lending	3007043	2/27/2012	6/17/2012	16	3	3	\$440	\$540
Consumer Lending	3007060	4/16/2012	8/5/2012	16	3	3	\$440	\$540
Consumer Lending	3007078	5/14/2012	9/4/2012	16	3	3	\$440	\$540
Economics for Bankers	3007028	1/30/2012	5/20/2012	16	3	3	\$425	\$525
Economics for Bankers	3007054	3/19/2012	7/8/2012	16	3	3	\$425	\$525
Economics for Bankers	3007079	5/14/2012	9/4/2012	16	3	3	\$425	\$525
General Accounting *	3007014	1/9/2012	4/29/2012	16	3	3	\$520	\$640
General Accounting *	3007039	2/21/2012	6/17/2012	16	3	3	\$520	\$640
General Accounting *	3007061	4/16/2012	8/5/2012	16	3	3	\$520	\$640
General Accounting *	3007073	5/7/2012	8/26/2012	16	3	3	\$520	\$640
General Accounting *	3007085	6/11/2012	9/30/2012	16	3	3	\$520	\$640
Introduction to Agricultural Lending	3007062	4/16/2012	6/10/2012	8	1	0	\$395	\$495
Introduction to Agricultural Lending	3007087	6/18/2012	8/12/2012	8	1	0	\$395	\$495
Introduction to Mortgage Lending	3007046	3/5/2012	6/24/2012	16	3	3	\$425	\$525
Introduction to Trust Products and Services	3007047	3/5/2012	4/8/2012	5	1	0	\$225	\$300
IRA Online Institute	3007044	2/27/2012	5/20/2012	12	2	0	\$1,495	\$1,795
Law and Banking: Applications with textbook	3007020	1/17/2012	5/6/2012	16	3	3	\$500	\$620
Law and Banking: Applications with textbook	3007049	3/5/2012	6/24/2012	16	3	3	\$500	\$620
Law and Banking: Applications with textbook	3007068	4/30/2012	8/19/2012	16	3	3	\$500	\$620
Law and Banking: Applications w/o textbook	3007048	3/5/2012	6/24/2012	16	3	3	\$405	\$475
Law and Banking: Applications w/o textbook	3007067	4/30/2012	8/19/2012	16	3	3	\$405	\$475
Law and Banking: Principles with textbook	3007033	2/6/2012	6/3/2012	16	3	3	\$500	\$620
Law and Banking: Principles with textbook	3007056	3/19/2012	7/8/2012	16	3	3	\$500	\$620
Law and Banking: Principles with textbook	3007081	5/14/2012	9/4/2012	16	3	3	\$500	\$620
Law and Banking: Principles w/o textbook	3007032	2/6/2012	6/3/2012	16	3	3	\$405	\$475
Law and Banking: Principles w/o textbook	3007055	3/19/2012	7/8/2012	16	3	3	\$405	\$475
Law and Banking: Principles w/o textbook	3007080	5/14/2012	9/4/2012	16	3	3	\$405	\$475
Managing Funding, Liquidity, and Capital with textbook *#	3007016	1/9/2012	2/19/2012	6	1	0	\$640	\$820
Managing Funding, Liquidity, and Capital with textbook *#	3007075	5/7/2012	6/17/2012	6	1	0	\$640	\$820
Managing Funding, Liquidity, and Capital w/o textbook *	3007015	1/9/2012	2/19/2012	6	1	0	\$505	\$685
Managing Funding, Liquidity, and Capital w/o textbook *	3007074	5/7/2012	6/17/2012	6	1	0	\$505	\$685
Managing Interest Rate Risk with textbook *#	3007052	3/12/2012	5/6/2012	8	2	0	\$780	\$1,010
Managing Interest Rate Risk w/o textbook *	3007051	3/12/2012	5/6/2012	8	2	0	\$645	\$875
Managing the Bank's Investment Portfolio with textbook *#	3007041	2/21/2012	4/1/2012	5	1	0	\$640	\$820
Managing the Bank's Investment Portfolio with textbook *#	3007089	6/18/2012	7/22/2012	5	1	0	\$640	\$820
Managing the Bank's Investment Portfolio w/o textbook *	3007040	2/21/2012	4/1/2012	5	1	0	\$505	\$685
Managing the Bank's Investment Portfolio w/o textbook *	3007088	6/18/2012	7/22/2012	5	1	0	\$505	\$685
Marketing Financial Services	3007035	2/14/2012	6/3/2012	16	3	3	\$440	\$540
Marketing Financial Services	3007065	4/23/2012	8/12/2012	16	3	3	\$440	\$540

Schedule of AIB Instructor-Led Online Courses

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Money and Banking	3007036	2/14/2012	6/3/2012	16	3	3	\$440	\$540
Money and Banking	3007069	4/30/2012	8/19/2012	16	3	3	\$440	\$540
Principles of Banking	3007017	1/9/2012	4/29/2012	16	3	3	\$440	\$540
Principles of Banking	3007025	1/23/2012	5/13/2012	16	3	3	\$440	\$540
Principles of Banking	3007034	2/6/2012	6/3/2012	16	3	3	\$440	\$540
Principles of Banking	3007042	2/21/2012	6/10/2012	16	3	3	\$440	\$540
Principles of Banking	3007050	3/5/2012	6/24/2012	16	3	3	\$440	\$540
Principles of Banking	3007057	3/19/2012	7/8/2012	16	3	3	\$440	\$540
Principles of Banking	3007059	4/2/2012	7/22/2012	16	3	3	\$440	\$540
Principles of Banking	3007063	4/16/2012	8/5/2012	16	3	3	\$440	\$540
Principles of Banking	3007070	4/30/2012	8/19/2012	16	3	3	\$440	\$540
Principles of Banking	3007082	5/14/2012	9/4/2012	16	3	3	\$440	\$540
Principles of Banking	3007086	6/11/2012	9/30/2012	16	3	3	\$440	\$540
Principles of Banking Accelerated	3007021	1/17/2012	3/25/2012	10	2	3	\$370	\$490
Principles of Banking Accelerated	3007037	2/14/2012	4/22/2012	10	2	3	\$370	\$490
Principles of Banking Accelerated	3007053	3/12/2012	5/20/2012	10	2	3	\$370	\$490
Principles of Banking Accelerated	3007066	4/23/2012	7/1/2012	10	2	3	\$370	\$490
Principles of Banking Accelerated	3007077	5/7/2012	7/15/2012	10	2	3	\$370	\$490
Principles of Banking Accelerated	3007090	6/18/2012	8/26/2012	10	2	3	\$370	\$490
Supervisor Certificate	3007038	2/14/2012	6/3/2012	16	3.25	0	\$695	\$875
Supervisor Certificate	3007071	4/30/2012	8/19/2012	16	3.25	0	\$695	\$875

* = Requires participant to have Microsoft Excel software.

= Bank Management, 7th Edition textbook used. If previously purchased, please register for the next course using "w/o textbook".

Course Descriptions:

ABA Online Review Course for the CRCM Exam is designed for Compliance Managers, and specifically for those compliance professionals preparing for the Certified Regulatory Compliance Manager (CRCM) Exam. This course is for those focusing on the application, implementation and maintenance of relevant federal and state regulatory requirements and the CRCM designation is from the Institute of Certified Bankers.

Analyzing Bank Performance provides participants with the tools needed to analyze a bank's financial performance. During this class, participants will be analyzing their own bank's performance. Participants should have previously taken a basic accounting course and must have experience using Microsoft Excel.

Analyzing Financial Statements is a practical introduction to financial analysis from the viewpoint of the commercial loan officer. This program gives you the skills you need to effectively assess the borrower's ability to repay loans.

Basic Administrative Duties of a Trustee covers the specific categories of duties of the fiduciary including basic trust administration, agency relationships, guardianships, and wills and the probate process.

Consumer Lending provides a complete picture of the consumer lending business including cross-selling, credit practices, processing, collections & regulations.

Economics for Bankers introduces you to the fundamental principles of economics. Special emphasis is placed on macroeconomics and topics of importance to you as a banker. The course covers the basics of economic theory and includes examples of the application of economics to banking.

General Accounting provides an introduction to accounting including terms, concepts, procedures, and statements. This is a good first course in accounting for those without any exposure to the accounting process.

Introduction to Ag Lending is designed for individuals who are new to Ag Lending or who have limited experience. This course will provide participants with the basic skills needed to begin to undertake credit analysis, loan structuring, monitoring, and provide guidance on dealing with problem loans.

Introduction to Mortgage Lending covers construction and permanent financing for residential property; real estate law; documentation; mortgage loan servicing; the secondary mortgage market; the role of government in mortgage lending; and residential real estate as an investment. The discussion of underwriting, processing and servicing will give participants a framework for learning the mortgage lending business and refining their existing knowledge.

Questions? Call Susan
at 317-387-9380

Register online at www.indianabankers.org

January - June 2012

Introduction to Trust Products and Services is a foundational, skill building course for trust professionals to help their understanding of the fundamentals of the business, how a trust works, the types of assets commonly held in a trust and the basics of estate planning. The course describes the personal trust document and the process by which trust officers establish a trust for their clients.

IRA Online Institute provides comprehensive training on all aspects of IRAs. It covers both traditional and Roth IRA as well as Employer Plane (SEP SIMPLE). The Online Institute is an Institute of Certified Bankers approved educational program for candidates for the Certified IRA Services Professional (CISP) Description.

Law and Banking: Applications is devoted to the laws and regulations that govern deposit accounts, lending, real estate lending, bankruptcy, non-deposit products and services, international banking, marketing, safety and soundness, and information reporting.

Law and Banking: Principles is your guide to legal and regulatory issues, a foundation on the principles underlying banking law with a description of the context for and process of creating banking laws and regulations, with special emphasis on the Uniform Commercial Code.

Managing Funding, Liquidity and Capital provides participants with the tools to manage funding, liquidity or capital management or line managers making pricing, investment, or funding decisions that impact these areas. Participants should have a basic understanding of bank financial statements, bank performance analysis, and interest rate risk management. Students who have not had exposure to these topics are encouraged (but not required) to take *Analyzing Bank Performance* and *Managing Interest Rate Risk* prior to this class.

Managing Interest Rate Risk is a rigorous course designed for individuals involved in asset liability management or line managers making pricing, investment, or funding decisions that impact interest rate risk. Participants should be familiar with the characteristics of financial instruments that appear on bank balance sheets.

Managing the Bank's Investment Portfolio provides participants with the key concepts needed to effectively manage the bank's portfolio. Participants will need to have access to the individuals who manage their bank's investment portfolio and the information they use in this process. Participants should also have a basic familiarity with financial markets and financial instruments.

Marketing Financial Services looks at what motivates customers to purchase financial services and teaches you how to develop a successful marketing plan.

Money and Banking presents a fundamental treatment of how money functions in the U.S. and world economies. Topics include the concept of money supply and the role your bank plays as a money creator and participant in the nation's payment mechanism.

Principles of Banking has long been recognized as the standard introduction to the banking industry. Principles of Banking touches on nearly every aspect of banking, from the fundamentals of negotiable instruments to contemporary issues and developments within the industry.

Supervisor Certificate prepares new and potential first-level supervisors to handle people management duties. Among the topics covered are hiring, performance management, coaching, rewards and recognition, corrective action, managing employee relations and managing change.

- Online Course Enrollment Form -

First Name: _____ Middle Initial: _____ Last Name _____

Last four digits of Social Security Number: _____

Bank: _____

Street Address: _____

City/State/Zip: _____

Telephone: _____ E-mail address: _____

Course Title	Catalog Number	Date (Start)

You have permission to send my grade for this course to my AIB Record Keeper and my supervisor. Initial _____

Payment Information

Course Price \$ _____ *Courses with textbooks have a shipping & handling fee included.*

Cancellation: Refunds will be made less \$100 cancellation fee for cancellations received within 10 business days after the start of the course.

Check Enclosed - made payable to IBA Foundation Inc.

Invoice the Bank Attn: _____

Charge my: Master card Visa

Account Number: _____

Expiration Date _____

Questions:
Contact Susan Clark
Phone: 317-387-9380 or
sclark@indianabankers.org

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