

**2024 GSB SESSION - FIRST YEAR COURSES & CLASS TITLES**

|       |     |             |               |  |
|-------|-----|-------------|---------------|--|
| Thurs | 8/8 | 8:30-9:55   | Tyson Greiner | Best Practices in Leadership Presentation Skills |
| Thurs | 8/8 | 10:15-11:40 | Tyson Greiner | Best Practices in Leadership Presentation Skills |
| Thurs | 8/8 | 1:00-2:25   | Dave Koch     | Financial Management 13: Project Overview        |

**2024 GSB SESSION - SECOND YEAR COURSES & CLASS TITLES**

|       |     |             |              |   |
|-------|-----|-------------|--------------|---|
| Thurs | 8/8 | 10:15-11:40 | Terri Thomas | The Impact of Laws and Regulations on Bankers (continued) |
| Thurs | 8/8 | 1:00-2:25   | Peter Wilder | Laws, Regulations, and Profitable Growths                 |

## 2024 GSB SESSION - ELECTIVE SCHEDULE

### GROUP 4: WEDNESDAY, AUGUST 7 - FRIDAY, AUGUST 9 JUNIORS & SECTION 2 SENIORS (Note: Group 4 & 4A are together on Friday)

| Course Title   | Course Leader   | Room | Dates              | Wed & Thurs | Friday - w/ Grp 4A |
|--|-----------------|------|--------------------|-------------|--------------------|
| Banking The Independent Business: A Business Development and Financial Performance Perspective | Steve LeFever   | 1280 | Wed-Fri, 8/7 - 8/9 | 8:30-9:55   | 8:00-9:25          |
| Branch Viability, Optimization and Profitability in an Evolving Digital Landscape              | Joe Sullivan    | 1295 | Wed-Fri, 8/7 - 8/9 | 8:30-9:55   | 8:00-9:25          |
| Crucial Conversations: Tools for Talking When Stakes Are High                                  | Patrice McGuire | 1270 | Wed-Fri, 8/7 - 8/9 | 8:30-9:55   | 8:00-9:25          |
| Deposit Growth Strategies  | Neil Stanley    | 1100 | Wed-Fri, 8/7 - 8/9 | 8:30-9:55   | 8:00-9:25          |

### GROUP 4A: WEDNESDAY, AUGUST 7 - FRIDAY, AUGUST 9 SECTION 1 SENIORS (Note: Group 4 and 4A are together on Friday)

| Course Title   | Course Leader   | Room                          | Dates              | Wed & Thurs | Friday - w/ Grp 4 |
|--|-----------------|-------------------------------|--------------------|-------------|-------------------|
| Banking The Independent Business: A Business Development and Financial Performance Perspective | Steve LeFever   | 1280                          | Wed-Fri, 8/7 - 8/9 | 1:00-2:25   | 8:00-9:25         |
| Branch Viability, Optimization and Profitability in an Evolving Digital Landscape              | Joe Sullivan    | 1295                          | Wed-Fri, 8/7 - 8/9 | 1:00-2:25   | 8:00-9:25         |
| Crucial Conversations: Tools for Talking When Stakes Are High                                  | Patrice McGuire | 1270                          | Wed-Fri, 8/7 - 8/9 | 1:00-2:25   | 8:00-9:25         |
| Deposit Growth Strategies  | Neil Stanley    | 1175 Wed & Thurs/<br>1100 Fri | Wed-Fri, 8/7 - 8/9 | 1:00-2:25   | 8:00-9:25         |

### GROUP 5: THURSDAY, AUGUST 8 and FRIDAY, AUGUST 9 FRESHMEN, JUNIORS, SECTION 1 SENIORS (Note: All 3 Years are together on Friday)

| Course Title  | Course Leader   | Room                | Dates                  | Thursday  | Friday (w/ Grp 5A) |
|---|-----------------|---------------------|------------------------|-----------|--------------------|
| AI In Banking: Strategic Insights and Practical Applications                      | Jon Waldman     | 2080 Thurs/1100 Fri | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Agricultural Lending  | Kevin Bernhardt | 1185                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Building Lifetime Partnerships Through B.E.C. - Blended Environment Conversations | Dana Perkins    | 1280                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Framing the Impact of Crypto, Digital Assets, Blockchain and AI on Banking        | Robert Zondag   | 1180                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Hot Topics in SBA Lending   | Jim Valette     | 1270                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Liquidity and Funds Management  | Susan Sharbel   | 1295                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Retail Marketing for Growth and Profitability                                     | Jay Coakley     | 1175                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| Strategically Managing the Investment Portfolio for Long Term Performance         | Marc Gall       | 1195                | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |
| The Employee Experience: Your Impact as a Leader                                  | Julia Johnson   | Plenary Room        | Thurs & Fri, 8/8 & 8/9 | 2:45-4:10 | 9:45-11:10         |

### GROUP 5A: THURSDAY, AUGUST 8 and FRIDAY, AUGUST 9 ONLY SECTION 2 SENIORS (Note: All 3 Years are together on Friday)

| Course Title  | Course Leader   | Room                | Dates                  | Thursday    | Friday (w/ Grp 5A) |
|---|-----------------|---------------------|------------------------|-------------|--------------------|
| AI In Banking: Strategic Insights and Practical Applications                      | Jon Waldman     | 2080 Thurs/1100 Fri | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Agricultural Lending  | Kevin Bernhardt | 1185                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Building Lifetime Partnerships Through B.E.C. - Blended Environment Conversations | Dana Perkins    | 1280                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Framing the Impact of Crypto, Digital Assets, Blockchain and AI on Banking        | Robert Zondag   | 1180                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Hot Topics in SBA Lending   | Jim Valette     | 1270                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Liquidity and Funds Management  | Susan Sharbel   | 1295                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Retail Marketing for Growth and Profitability                                     | Jay Coakley     | 1175                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| Strategically Managing the Investment Portfolio for Long Term Performance         | Marc Gall       | 1195                | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |
| The Employee Experience: Your Impact as a Leader                                  | Julia Johnson   | Plenary Room        | Thurs & Fri, 8/8 & 8/9 | 10:15-11:40 | 9:45-11:10         |