

➤ PROFESSIONAL DEVELOPMENT

2025



Welcome to NH Bankers Association's 2025 Professional Development offerings. We've made it easy for you to see what programs are geared to you by occupation and career development.

A full calendar of events is included - save the dates!

NH Bankers

ASSOCIATION

nhbankers.com



Career DEVELOPMENT

Plan your continued learning with our career-focused continued education.

Emerging Leaders

- ▶ Capitol Day
- ▶ Emerging Leaders Conference
- ▶ **NEW!** Leadership Foundations Certificate Program with UNH
- ▶ New England School of Financial Studies
- ▶ Northern New England School of Banking
- ▶ ABA-Wharton Emerging Leaders Certificates

Managers

- ▶ ABA Management Skills Courses & Certificates
- ▶ New England School of Financial Studies
- ▶ Peer Groups

Executive and Senior Managers

- ▶ American Bankers Association Washington Summit
- ▶ Fall Washington Visit
- ▶ Independent Community Bankers of America Capital Summit
- ▶ NH & VT Bankers Annual Conference
- ▶ Spring CEO/President/Senior Management Meeting
- ▶ SBS Institute Certified Banking Security Executive

Directors

- ▶ ABA Board Training
- ▶ Directors Education Series
- ▶ FDIC Directors College
- ▶ **NEW!** FinPro - Director Training & Analytics
- ▶ Trustees and Directors Forum

For Everyone

- ▶ ABA Certificate Programs
- ▶ NH Bankers Annual Meeting
- ▶ OnCourse Learning Webinars
- ▶ Women in Banking
- ▶ Franklin Pierce University Partnership Offering Discount for Online Degrees
- ▶ UNH/Paul College Partnership Offering Discount for Masters Degrees

Occupational DEVELOPMENT

Plan your job-focused learning with education for occupational development.

Advocacy/Grassroots

- ▶ American Bankers Association Washington Summit
- ▶ Capitol Day
- ▶ Fall Washington Visit
- ▶ Independent Community Bankers of America Capital Summit

Business, Commercial Lending and Credit

- ▶ Credit Analyst Development Program
- ▶ Commercial Lending Development Program
- ▶ ABA Business & Commercial Lending Certificate
- ▶ ABA Small Business Banker Certificate
- ▶ ABA Financial and Credit Risk Management Certificate
- ▶ Commercial Lending Peer Group

Compliance

- ▶ Compliance Conference
- ▶ Fall Compliance Workshop
- ▶ BSA Workshop
- ▶ Certified Cryptocurrency Investigator Program
- ▶ ABA Compliance Certificates
 - BSA/AML
 - Compliance Essentials
 - Deposit Compliance
 - Lending Compliance Core Concepts
 - Mortgage Lending Compliance
- ▶ Compliance Peer Group

Consumer Lending

- ▶ Tri-State Mortgage Conference
- ▶ ABA Mortgage Lending Certificate
- ▶ ABA Mortgage Lending Compliance Certificate
- ▶ Mortgage Peer Group

Retail

- ▶ ABA Retail Banking Certificates
 - Bank Financial Management
 - Bank Solutions Provider
 - Bank Teller
 - Branch Manager
 - Personal Banker
 - Supervisor/Team Leader
 - Universal Banker
- ▶ Retail Banking Conference
- ▶ Retail Peer Group

Security, Fraud/Risk Management

- ▶ Bank Security Seminar
- ▶ ABA Risk Management Certificates
 - Fraud Prevention
 - Operational Risk Management
 - Risk Management Frameworks
- ▶ Fraud Academy
- ▶ Fraud/Risk Management Peer Group

Technology

- ▶ ABA Cybersecurity Awareness Training
- ▶ SBS Certified Programs
- ▶ IT Peer Group

Trust & Wealth Management

- ▶ Tri-State Trust Forum
- ▶ ABA Certificates
 - Fiduciary Principles and Ethics
 - Fiduciary Relationship Management
 - Fiduciary Risk and Compliance
 - Integrated Wealth Planning and Advice
 - Private Banker
 - Trust Administration
- ▶ Trust Peer Group



ABA Learning CERTIFICATES

Build the skills necessary to prepare for a career in banking or to enhance the skills and knowledge you already have.



MAINE BANKERS ASSOCIATION
NEW HAMPSHIRE BANKERS ASSOCIATION
VERMONT BANKERS ASSOCIATION

Maine, New Hampshire and Vermont Bankers Associations are your Local ABA Training Providers.

Members of Maine, New Hampshire and Vermont Bankers Associations receive member pricing. You do not need to be a member of the American Bankers Association to receive this member benefit.

ABA Bank Solutions Provider Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM; 1.25 CSOP; 1.25 CFMP; 1.0 CCTS, CISP, CLBB, CRSP, CTFA

Member cost: \$495

Duration: 6.5 hours

ABA Bank Teller Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA

Member cost: \$695

Duration: 12 hours

ABA Branch Manager Certificate

Credit earned: 1.75 CFMP; 1.5 CAFP, CFSSP, CRCM; 1.25 CSOP; 1.0 CCTS, CISP, CLBB, CRSP, CTFA

Member cost: \$1,295

Duration: 14 hours

ABA Certificate in Asset Management

Credit earned: 13 CTFA, 8.5 CRSP, 8.00 CSOP, 0.50 CISP

Member cost: \$1,795

Duration: 9 hours

ABA Certificate in Bank Financial Management*

Credit earned: 72 CERP; 1 CAFP, CCTS, CFMP, CFSSP, CISP, CLBB, CRCM, CRSP, CSOP

Member cost: Individually priced

*The ABA Certificate in Bank Financial Management is unique in it consists of a combination of facilitated courses and self-paced courses. This certificate is not purchasable as a whole curriculum - users must purchase the courses within the certificate individually. Upon completion, the user may request a printed certificate.

ABA Certificate in BSA and AML Compliance

Credit earned: 8.5 CAFP; 8.75 CRCM; 7.75 CFSSP; 3.25 CTFA(-FID); 2.0 CCTS; 1.25 CSOP

Member cost: \$1,595

Duration: 7 hours

ABA Certificate in Business and Commercial Lending

Credit earned: 42.0 CLBB, 3.75 CERP (self-paced); or 90.0 CLBB (facilitated)

Member cost: \$1,295

Duration: 33 hours

ABA Certificate in Compliance Essentials

Credit earned: 14.75 CRCM, 10.25 CERP, 3 CAFP, 1.25 CCTS, CSOP

Member cost: \$1,995

Duration: 12 hours 5 min

ABA Certificate in Core Concepts for Fiduciary Advisors

Credit earned: 4.5 CTFA, 2.75 CCTS, 3.25 CRSP, 2.0 CSOP

Member cost: \$895

Duration: 3 hours 30 min

ABA Certificate in Deposit Compliance

Credit earned: 7.25 CRCM, 4.25 CERP, 3.00 CAFP, 1.75 CSOP, 1 CFMP

Member cost: \$995

Duration: 5.5 hours

ABA Digital Banker Certificate

Credit earned: 2.75 CFMP, 2.0 CAFP, 1.75 CRCM, 0.75 CSOP

Member cost: \$495

Duration: 3 hours

ABA Certificate in Fiduciary Principles and Ethics

Credit earned: 2.25 CTFA, 1.5 CCTS, CRSP, CSOP

Member cost: \$395

Duration: 1 hour 30 min

ABA Certificate and Fiduciary Relationship Management

Credit earned: 7.0 CTFA

Member cost: \$1,295

Duration: 5 hours

ABA Certificate in Fiduciary Risk and Compliance

Credit earned: 2.25 CTFA, 1.25 CSOP, 1.25 CISP, 1.25 CRSP

Member cost: \$595

Duration: 2 hours 30 min

ABA Certificate in Financial and Credit Risk Management

Credit earned: 7.0 CERP

Member cost: \$1,295

Duration: 5 hours 15 min

ABA Learning CERTIFICATES

ABA Certificate in Fraud Prevention

Credit earned: 6.75 CAFP, CFSSP; 2.0 CRCM

Member cost: \$795

Duration: 5 hours 20 min

ABA Certificate in General Banking*

Credit earned: 37.5 CLBB; 15 CFMP

Member cost: Individually priced

*The ABA Certificate in General Banking is unique in that it consists of a combination of facilitated courses and self-paced courses. This certificate is not purchasable as a whole curriculum - users must purchase the courses within the certificate individually. Upon completion, the user may request a printed certificate.

ABA Certificate in Integrated Wealth Planning and Advice

Credit earned: 19.75 CTFA, 5.25 CISP, 4.75 CRSP, 0.75 CSOP

Member cost: \$2,395

Duration: 12 hours

ABA Certificate in Lending Compliance Core Concepts

Credit earned: 10.75 CRCM, 6.25 CERP, 2.25 CAFP

Member cost: \$1,095

Duration: 8.5 hours

ABA Certificate in Mortgage Lending Compliance

Credit earned: 17.5 CRCM, 8.75 CERP, 2.25 CAFP

Member cost: \$1,995

Duration: 13.5 hours

ABA Certificate in Operational Risk Management

Credit earned: 9.25 CAFP; 12.75 CERP; 11.5 CRCM; 9.75 CSOP; 5.5 CFSSP

Member cost: \$1,595

Duration: 10 hours

ABA Certificate in Risk Management Frameworks

Credit earned: 9.75 CERP

Member cost: \$1,395

Duration: 8 hours

ABA Certificate in Trust Administration

Credit earned: 9 7.75 CTFA, 2.75 CSOP, 1.50 CCTS, 0.75 CRSP

Member cost: \$895

Duration: 5 hours 30 min

ABA Customer Service Representative Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA

Member cost: \$795

Duration: 10.5 hours

ABA Foundational Certificate in Bank Marketing

Credit earned: 49.00 CFMP, 1.25 CRCM, CSOP

Member cost: \$1,095

Duration: 17 hours

ABA Health Savings Account (HSA) Expert Certificate

Credit earned: 5.25 CISP, CRSP, CTFA

Member cost: \$795

Duration: 2.5 hours

ABA Personal Banker Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1 CCTS, CISP, CRSP, CTFA

Member cost: \$795

Duration: 13.5 hours

ABA Private Banker Certificate

Credit earned: 23.5 CTFA; 11.75 CERP; 7 CRSP; 3.75 CSOP; 2.5 CISP; 0.75 CCTS

Member cost: \$ 3,495

Duration: 28 hours 30 min

ABA Residential Mortgage Lender Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM, CLBB; 1.25 CFMP, CSOP; 1.0 CCTS, CISP, CRSP, CTFA

Member cost: \$775

Duration: 24 hours

ABA Small Business Banker Certificate

Credit earned: 1.5 CFMP, 3.75 CSOP, 11 CTFA, 12 CLBB

Member cost: \$495

Duration: 11 hours

ABA Supervisor/Team Leader Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CLBB, CRSP, CTFA

Member cost: \$895

Duration: 9.5 hours

ABA Universal Banker Certificate

Credit earned: 1.5 CAFP, CFSSP, CRCM; 1.25 CFMP, CSOP; 1 CCTS, CISP, CLBB, CRSP, CTFA

Member cost: \$795

Duration: 9.5 hours

ABA Wharton Emerging Leaders Certificate: Strategy

Credit earned: N/A

Member cost: \$1,695

Duration: 20 hours

ABA Wharton Emerging Leaders Certificate: Engaging and Motivating Talent

Credit earned: N/A

Member cost: \$1,695

Duration: 18 hours

ABA Wharton Emerging Leaders Certificate: Advanced Emerging Leadership

Credit earned: N/A

Member cost: \$695

Duration: 41 hours



NH Bankers with
ASSOCIATION



University of
New Hampshire
Peter T. Paul College of
Business and Economics

Presents an Intensive Program for
Future Leaders in Banking

LEADERSHIP FOUNDATIONS CERTIFICATE WITH UNH

NEW!

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Program Objectives:

- Prepare for a management role or higher level management role
- Explore the distinction between leading and managing
- Develop strategies for managing change with a variety of constituencies
- Develop skills/experience in thinking strategically
- Enhance leadership communication skills and confidence in navigating difficult conversations
- Understand the key drivers of team effectiveness

Who should attend:

- Bankers who are beginning their careers and have not yet held a management position
- Bankers who may have already attended the Northern New England School of Banking

Ask for more information!



Growing tomorrow's leaders, today.

2025 NH Bankers EVENT DATES

Save the dates! Notification on each event will occur when registration opens.

JANUARY

Emerging Leaders in Banking Workshop

January 13 - Meredith, NH

New England Women and Allies Peer Group

January 15 - Virtual

Mental Health First Aid

January 23 - Concord, NH

Northern New England CEO Summit

January 30-31 - Portsmouth, NH

FEBRUARY

Tri-State Mortgage Conference

February 6-7 - Portsmouth, NH

Commercial Lending Development Program

February 19-May 16 - Virtual

Breaking into Banking 101

February 26 - Virtual

MARCH

New England State Bankers Associations Regional Large Bank Legislative Meeting

March 9-10 - Boston, MA

Capitol Day

March 11 - Concord, NH

Breaking into Banking 201

March 26 - Virtual

APRIL

American Bankers Association Washington Summit

April 7-9 - Washington, DC

Women in Banking

April 16 - Concord, NH

Northern New England CFO Conference

April 23-24 - Whitefield, NH

MAY

BSA Workshop

TBD - Concord, NH and Virtual

Independent Community Bankers of America Capital Summit

May 12-15 - Washington, DC

Spring CEO/President/Senior Management Meeting

May 15-16 - Lincoln, NH

New England School of Financial Studies

May 18-23 - Wellesley, MA

Compliance Conference

TBD - Concord, NH

Bank Security Seminar

TBD - Concord, NH and Virtual

JUNE

FDIC Directors College

TBD - Concord, NH

NH Bankers Annual Meeting

June 6 - Concord, NH

JULY

Women Lead Symposium w/ABA

TBD - Virtual

AUGUST

KBA Fraud Academy

TBD - Virtual

SEPTEMBER

NH & VT Bankers Annual Conference

September 8-10 - Newport, RI

Tri-State Trust Forum

September 25-26 - Portsmouth, NH

Fall Washington Visit

TBD - Washington, DC

OCTOBER

Northern New England School of Banking

October 20-24 - Portsmouth, NH

Credit Analyst Development Program

October 7-November 21 - Virtual

NOVEMBER

Fall Compliance Workshop

TBD - Concord, NH

Trustees and Directors Forum

TBD - Concord, NH



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ASSOCIATION

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