

# ➤ 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](http://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 a 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

**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 18 - 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

**Commercial Lending Development  
Program**  
Starts August 21 - 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**  
November 6 - Concord, NH





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ASSOCIATION

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