



# ABA eLearning

Sponsored by the ABA Knowledge Center and South Dakota Bankers Association



Course Name	Credit Hours	AIB Credit	ICB Credit	Mem Non-Men					
<b>Small Business Banking Skills</b>									
Calling on Small Business Customers	2	0.25	0	\$95/\$130					
Servicing/Growing Small Business Relat.	2	0.25	0	\$95/\$130					
Relationship Selling to Small Business Customers	2	0.25	2.5	\$95/\$130					
<b>Small Business Banking Fundamentals</b>									
Intro. to Analyzing Financial Statements	3	0.25	7.25	\$95/\$130					
Fundamentals of Small Business Banking	2	0.25	0	\$95/\$130					
Overview of Financial Statements	2	0.25	5	\$95/\$130					
Credit Products for Small Businesses	3	0.25	0	\$95/\$130					
Retirement Products for Small Businesses	2	0.25	0	\$95/\$130					
Deposit Products for Small Business	2	0.25	2.5	\$95/\$130					
<b>Basic Banking Knowledge</b>									
Banking Today	3	0.5	0	\$95/\$130					
<b>Fundamental Business Skills</b>									
Business Etiquette	2	0.25	0	\$95/\$130					
Writing Bank Correspondence	3	0.5	0	\$95/\$130					
Dealing Effectively with Co-workers	3	0.5	0	\$95/\$130					
Ethical Issues for Bankers	2	0.5	5	\$95/\$130					
Managing Time at Work	2	0.25	0	\$95/\$130					
Meetings That Work	1	0	1.25	\$95/\$130					
Presentation Skills	2	0.25	2.5	\$95/\$130					
Telephone Etiquette	2	0.25	2.5	\$95/\$130					
Sexual Harassment in the Workplace	1	0.00	0	\$95/\$130					
<b>Internet &amp; E-Business for Bankers</b>									
E-Commerce Fundamentals for Bankers	Retired		Retired	Retired					
Banker's Guide to Searching the Internet	Retired		Retired	Retired					
Intro. To The Internet for Bankers	Retired		Retired	Retired					
<b>Management and Leadership</b>									
Performance Management	3	0.5	0	\$95/\$130					
Hiring the Best	2	0.5	0	\$95/\$130					
Coaching for Success	2	0.25	0	\$95/\$130					
Managing Employee Relations	3	0.5	0	\$95/\$130					
Rewards and Recognition	2	0.5	0	\$95/\$130					
Corrective Action	2	0.25	0	\$95/\$130					
Improving Productivity	3	0.25	0	\$95/\$130					
Managing Change	2	0.25	0	\$95/\$130					
Project Management Fundamentals I	2	0.25	0	\$79/\$105					
Project Management Fundamentals II	0.25	0		\$79/\$105					
Sexual Harassment in the Workplace for Managers	1	0.00	0	\$95/\$130					
<b>Retail Banking Fundamentals</b>									
Fundamentals of Consumer Lending	3	0.5	7.25	\$95/\$130					
Consumer Credit Products	3	0.25	0	\$95/\$130					
Fundamentals of Mortgage Lending	2	0.25	5	\$95/\$130					
Revitalizing Customer Service	3	0.5	0	\$95/\$130					
Understanding Financial Planning	2	0.25	0	\$95/\$130					
Referring Trust Customers	2	0.25	0	\$95/\$130					
Personal Tax Return Analysis	4	0.25	9.75	\$95/\$130					
Intro to Financial Planning Products	4	0.25	0	\$95/\$130					
Referring Insurance & Annuities Customers	2	0.25	0	\$95/\$130					
Referring Mutual Funds & Securities Cust.	3	0.25	0	\$95/\$130					
Understanding Bank Products	2	0.25	0	\$95/\$130					
<b>Regulatory Compliance</b>									
Bank Secrecy Act	2	0.25	5	\$95/\$130					
Fair Lending	2	0.25	5	\$95/\$130					
Equal Credit Opportunity Act – Reg B	2	0.25	5	\$95/\$130					
Truth in Lending Act -- Regulation Z	2	0.25	5	\$95/\$130					
Home Mortgage Disclosure Act (HMDA)	1	0	1.25	\$95/\$130					
Real Estate Settlement Procedures Act	2	0.25	5	\$95/\$130					
Fair Credit Reporting Act (FCRA)	2	0.25	5	\$95/\$130					
Privacy for Customer Contact Personnel	1	0	2.5	\$95/\$130					
Expedited Funds Availability (Reg CC)	1	0	1.25	\$95/\$130					
Servicemembers Civil Relief Act	1	0	1.25	\$95/\$130					
USA PATRIOT Act	1	0	1.25	\$95/\$130					
OFAC	1	0	1.25	\$95/\$130					
Truth-in-Savings Reg DD	1	0	1	\$95/\$130					
Flood Disaster Protection Act	1	0	1	\$95/\$130					
Fair Housing Act	1	0	1	\$95/\$130					
Americans with Disabilities (ADA)	1	0	1	\$95/\$130					
EFTA - Reg E	1	0	1	\$95/\$130					
FDIC Deposit Insurance	1	0	1	\$95/\$130					
Extending Credit to Bank Insiders REG O	1	0	1	\$95/\$130					
Bank Protection Act	1	0	1	\$95/\$130					
Bank Bribery Act	1	0	1	\$95/\$130					
Community Reinvestment Act	1	0	1	\$95/\$130					
Reg. Compliance/ Personal Bankers	4	0.25	5	\$95/\$130					
Reg. Compliance/Customer Service Reps	3	0.25	4	\$95/\$130					
Regulatory Compliance for Tellers	3	0.25	2.5	\$95/\$130					
Regulatory Compliance/Call Center Reps	3	0.25	3	\$95/\$130					
Check 21 Overview	1/2	0	0	\$45/\$60					
Bank Secrecy Act for Call Center Rep.	1/2	0	0	\$55/\$75					
Office of Foreign Asset Control for Call Center Reps, Customer Service Reps, Personal Bankers, and Tellers	1/4	0	0	\$35/\$50					
USA PATRIOT Act for Call Center Reps, Customer Service Reps, Personal Bankers, and Tellers	1/4	0	0	\$35/\$50					
Privacy for Call Center Reps	1/4	0	0	\$35/\$50					
Expedited Funds Availability (Reg CC) for Call Center Reps	1/4	0	0	\$35/\$50					
Truth in Savings Act (Reg DD) for Call Center Reps	1/4	0	0	\$35/\$50					
Reserve Requirements (Reg D) for Call Center Reps, Customer Service Reps, and Tellers	1/4	0	0	\$35/\$50					
Electronic Funds Transfer Act (Reg E) for Call Center Reps/Personal Bankers	1/2	0	0	\$55/\$75					
Fair Credit Reporting Act (FCRA) for Call Center Reps	1/4	0	0	\$35/\$50					
Americans with Disabilities Act (ADA) for Call Center Reps Customer Service Reps, Personal Bankers, and Tellers	1/4	0	0	\$35/\$50					
Bank Secrecy Act (BSA) for Customer Service Reps	1/2	0	0	\$55/\$75					
Privacy for Customer Service Reps	1/4	0	0	\$35/\$50					
Expedited Funds Act (Reg CC) for Customer Service Representatives	1/4	0	0	\$35/\$50					
Truth in Savings Act (Reg DD) for Customer Service Reps	1/4	0	0	\$35/\$50					
Electronic Funds Transfer Act (Reg E) for Customer Service Reps	1/4	0	0	\$35/\$50					
Community Reinvestment Act (CRA) for Customer Service Reps, Personal Bankers, and Tellers	1/4	0	0	\$35/\$50					
Bank Secrecy Act for Personal Bankers	1/2	0	0	\$55/\$75					
Privacy for Personal Bankers	1/4	0	0	\$35/\$50					
Expedited Funds Availability Act (Reg CC) for Personal Bankers	1/4	0	0	\$35/\$50					
Truth in Savings Act for Personal Bankers	1/4	0	0	\$35/\$50					
Bank Bribery Act for Personal Bankers	1/4	0	0	\$35/\$50					
Fair Credit Reporting Act (FCRA) for Personal Bankers	1/4	0	0	\$35/\$50					
Fair Lending for Personal Bankers	1/2	0	0	\$55/\$75					
Equal Credit Opportunity Act (ECOA) for Personal Bankers	1/2	0	0	\$55/\$75					
Home Mortgage Disclosure Act (HMDA) for Personal Bankers	1/4	0	0	\$35/\$50					
Real Estate Settlement Procedures Act (RESPA) for Personal Bankers	1/2	0	0	\$55/\$75					
Truth in Lending for Personal Bankers	3/4	0	0	\$55/\$75					
Bank Secrecy Act (BSA) for Tellers	1/2	0	0	\$55/\$75					
Privacy for Tellers	1/4	0	0	\$35/\$50					
Expedited Funds Availability Act (Reg CC) for Tellers	1/4	0	0	\$35/\$50					
Electronic Funds Transfer Act (Reg E) for Tellers	1/4	0	0	\$35/\$50					
Fair Lending for Consumer Lenders	1/2	0	0	\$55/\$75					
Truth in Lending for Consumer Lenders	1/2	0	0	\$55/\$75					
Unfair or Deceptive Acts or Practices (Reg AA) for Consumer Lenders	1/4	0	0	\$35/\$50					
Home Mortgage Disclosure Act and Community Reinvestment Act for Consumer Lenders	1/4	0	0	\$35/\$50					
Fair Credit Reporting Act (FCRA) for Consumer Lenders	1/2	0	0	\$55/\$75					
Deposit-Related Regulations for Consumer Lenders (Reg E/Reg D)	1/4	0	0	\$35/\$50					
Servicemembers Civil Relief Act for Consumer Lenders	1/4	0	0	\$35/\$50					
Anti--Money Laundering Regulations for Consumer Lenders (BSA, USA PATRIOT Act, and OFAC)	1/4	0	0	\$35/\$50					
Flood Disaster Protection Act for Consumer Lenders	1/4	0	0	\$35/\$50					
Real Estate Settlement Procedures Act (RESPA) for Consumer Lenders	1/4	0	0	\$35/\$50					
Extending Credit to Bank Insiders (Reg O) for Consumer Lenders	1/4	0	0	\$35/\$50					
Privacy for Consumer Lenders	1/4	0	0	\$35/\$50					

Bank Secrecy Act (BSA) for Managers	1	0	0	\$95/\$130
BSA for Private Bankers	1	0	0	\$55/\$75
Reg. Compliance for Consumer Lenders	5	0.25	0	\$95/\$130
<b>Retail Banking Sales Skills</b>				
Cross-Selling Deposit Products	4	0.5	0	\$95/\$130
Effective Referrals	2	0.25	0	\$95/\$130
Building and Retaining Customer Relationships	2	0.25	0	\$95/\$130
Introduction to Relationship Selling	3	0.5	0	\$95/\$130
Sales Coaching in the Bank	2	0.25	0	\$95/\$130
Successful Sales Campaigns	2	0.25	0	\$95/\$130
Event Based Selling	1	0	1.25	\$95/\$130
Profiling Mortgage Prospects	2	0.25	2.5	\$95/\$130
Tele-consulting	2	0.25	2.5	\$95/\$130
<b>Trust &amp; Investments: Trust Level 1</b>				
Building Trust Expertise-Trust Admin.	6	0.5	7	\$335/\$450
Building Trust Expertise-Taxation & Estate Planning	6	0.5	7	\$335/\$450
Building Trust Expertise: Invest. Mgt.	8	0.5	9.5	\$335/\$450
<b>Trust Level 2</b>				
Fiduciary Law	7	0.5	7.75	\$160/\$215
Discretionary Distributions	6	0.5	6.5	\$160/\$215
Estate Planning Overview	6	0.5	6.25	\$160/\$215
Estate Planning for Marital Deduction	6.5	0.5	6.0	\$160/\$215
Retirement Planning	9.25	0.5	8.0	\$160/\$215
Federal Estate and Gift Taxes	10.5	0.5	10.0	\$160/\$215
Fiduciary Income Taxes	9.75	0.50	8.75	\$160/\$215
Investments I	10	0.5	9.25	\$160/\$215
Managing Trust Accounts	2	0.25	2.50	\$160/\$215
<b>Trust Level 3</b>				
Estate Planning for Lifetime Gifts	3	0.25	3.25	\$160/\$215
Estate Planning for Charitable Giving	9	0.5	8.5	\$160/\$215
Estate Planning for the Business Owner	10	0.5	10.75	\$160/\$215
Estate Planning Case Study	2	0.25	2.5	\$160/\$215

Life Insurance and Annuities	9	0.5	10.0	\$160/\$215
Financial Planning Skills	6.5	0.5	6.75	\$160/\$215
Generation Skipping Transfer Tax Investments II	8.5	0.5	7.5	\$160/\$215
9	0.5	9.25	\$160/\$215	
<b>Case Studies/Assessments</b>				
ABA Case Study for Wealth Advisors:				
The Corporate Executive				
1	0	0.00	\$150/\$190	
<b>Microsoft Desktop</b>				
Microsoft Access 2000: Level 1	4	N/A	N/A	\$39/\$52
Microsoft Access 2000: Level 2	4	N/A	N/A	\$39/\$52
Microsoft Access 2000: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Access 2003: Level 1	4	N/A	N/A	\$39/\$52
Microsoft Access 2003: Level 2	4	N/A	N/A	\$39/\$52
Microsoft Access 2003: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Excel 2000: Level 1	4	N/A	N/A	\$39/\$52
Microsoft Excel 2000: Level 2	4	N/A	N/A	\$39/\$52
Microsoft Excel 2000: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Excel 2003: Level 1	4	N/A	N/A	\$39/\$52
Microsoft Excel 2003: Level 2	4	N/A	N/A	\$39/\$52
Microsoft Excel 2003: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Outlook 2000: Introduction	4	N/A	N/A	\$39/\$52
Microsoft Outlook 2000: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Outlook 2003: Introduction	4	N/A	N/A	\$39/\$52
Microsoft Outlook 2003: Advanced	4	N/A	N/A	\$39/\$52
Microsoft PowerPoint 2000: Intro	4	N/A	N/A	\$39/\$52
Microsoft PowerPoint 2000: Advanced	4	N/A	N/A	\$39/\$52
Microsoft PowerPoint 2003: Intro	4	N/A	N/A	\$39/\$52
Microsoft PowerPoint 2003: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Word 2000: Level 1	4	N/A	N/A	\$39/\$52
Microsoft Word 2000: Level 2	4	N/A	N/A	\$39/\$52
Microsoft Word 2000: Advanced	4	N/A	N/A	\$39/\$52
Microsoft Word 2003: Level 1	4	N/A	N/A	\$39/\$52
Microsoft Word 2003: Level 2	4	N/A	N/A	\$39/\$52
Microsoft Word 2003: Advanced	4	N/A	N/A	\$39/\$52

### STUDENT INFORMATION

First Name:		Middle Initial:	Last Name:	
Social Security Number:		Email Address:		
Job Title/Position:				
Bank/Company:				
Address:		Mail Code:		
City:		State:	Zip:	
Phone (work):		Phone (home):	Fax:	
<b>Course Title:</b>				
1.		<input type="checkbox"/> Online <input type="checkbox"/> eLearning	Course Fee:	Start Date:
2.		<input type="checkbox"/> Online <input type="checkbox"/> eLearning	\$	
3.		<input type="checkbox"/> Online <input type="checkbox"/> eLearning	\$	
<b>TOTAL</b>			\$	

### PAYMENT INFORMATION

<input type="checkbox"/> A Check is Enclosed	<input type="checkbox"/> VISA	<input type="checkbox"/> Mastercard
<input type="checkbox"/> Bill My Employer (complete required information below)	Card Account #:	
Bank/Company:	Card Holder's Name:	
Address:	Card Holder's Address:	
City/State/Zip:	Expiration Date:	
Manager's Name:	Authorized Signature:	
Manager's Signature:	<b>Questions:</b> Contact Jeanine at 605-224-1653 or <a href="mailto:jdyce@sdba.com">jdyce@sdba.com</a>	
Manager's Email:		
Manager's Phone #:		