







Course	Course Code	Format	Date(s) / Time	Duration	Location	Instructor	Credits/ PDU	Cost
Accounting, Financial	CA1000ILO	Instructor Led Online	1/14/2019	12 weeks	-	Online	3	\$575
Accounting, Financial	CA1000ILO	Instructor Led Online	3/18/2019	12 weeks	-	Online	3	\$575
Accounting, Financial	CA1000ILO	Instructor Led Online	6/3/2019	12 weeks	-	Online	3	\$575
Accounting, Financial	CA1000ILO	Instructor Led Online	8/12/2019	12 weeks	-	Online	3	\$575
Accounting, General	CA1000ILO	Instructor Led Online	1/7/2019	12 weeks	-	Online	3	\$575
Accounting, General	CA1000ILO	Instructor Led Online	2/11/2019	12 weeks	-	Online	3	\$575
Accounting, General	CA1000ILO	Instructor Led Online	3/18/2019	12 weeks	-	Online	3	\$575
Accounting, General	CA1000ILO	Instructor Led Online	4/29/2019	12 weeks	-	Online	3	\$575
Accounting, General	CA1000ILO	Instructor Led Online	6/3/2019	12 weeks	-	Online	3	\$575
Accounting, General	CA1000ILO	Instructor Led Online	7/22/2019	12 weeks	-	Online	3	\$575
Accounting, General	C1000GL	Guided Learning	-	6 months	-	T. Kolonoski	3	\$525
Analyzing Bank Performance	A1001ILO	Instructor Led Online	1/28/2019	7 Weeks	-	Online	-	\$890
Analyzing Bank Performance	A1001ILO	Instructor Led Online	5/13/2019	7 Weeks	-	Online	-	\$890
Banking Basics Suite	A1002SP	Self Paced	-	2.5 hours	-	Online	-	\$595
Bank Marketing: Building Customers Relationships	A1003SP	Self Paced	-	12 min	-	Online	-	\$55
Bank Security	C1004L	Live	2/7/2019 & 2/14/2019 6:00pm—9:00pm	2 night	Machias, ME	W. Schors	1/2	\$245
			Machias Savings Bank, 4 Center Street, Machias, Maine					
Bank Security	C1004L	Live	4/16/2019	1 night	Kennebunk, ME	L. Bridges	1/4	\$200
			Kennebunk Savings, 7 Alewife Park Road, Kennebunk, Maine					
Bank Security	C1004GL	Guided Learning	-	6 months	-	A. Lederer	1/2	\$245
Bank Solutions Provider Certificate	A1005SP	Self Paced	-	-	-	Online	-	\$495
Bank Teller Certificate	A1006SP	Self Paced	-	-	-	Online	-	\$695
Banking Fundamentals Bundle (The Banking Industry, Bank Lines of Business and Building Customer Relationships)	A1007BILO	Instructor Led Online	See Courses	12 weeks	-	Online	3	\$595
Banking Fundamentals: Bank Lines of Business	A1008ILO	Instructor Led Online	1/21/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Bank Lines of Business	A1008ILO	Instructor Led Online	3/18/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Bank Lines of Business	A1008ILO	Instructor Led Online	5/20/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Bank Lines of Business	A1008ILO	Instructor Led Online	7/22/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Building Customer Relationships	A1009ILO	Instructor Led Online	2/4/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Building Customer Relationships	A1009ILO	Instructor Led Online	4/1/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Building Customer Relationships	A1009ILO	Instructor Led Online	6/3/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: Building Customer Relationships	A1009ILO	Instructor Led Online	8/5/2019	4 weeks	-	Online	1	\$215
Banking Fundamentals: The Banking Industry	A1010ILO	Instructor Led Online	1/14/2019	4 weeks	-	Online	3	\$215
Banking Fundamentals: The Banking Industry	A1010ILO	Instructor Led Online	3/4/2019	4 weeks	-	Online	3	\$215
Banking Fundamentals: The Banking Industry	A1010ILO	Instructor Led Online	5/6/2019	4 weeks	-	Online	3	\$215
Banking Fundamentals: The Banking Industry	A1010ILO	Instructor Led Online	6/24/2019	4 weeks	-	Online	3	\$215

Banking Today	A1011GL	Guided Learning	-	6 months	-	T. Perkins	1/2	\$245
Banks and Personal Wealth Management	A1012SP	Self Paced	-	10 min	-	Online		\$55
Banks and the Deposit Function	A1013SP	Self Paced	-	10 min	-	Online		\$55
Banks and the Economy	A1014SP	Self Paced	-	10 min	-	Online		\$55
Banks as a Business	A1015SP	Self Paced	-	10 min	-	Online		\$55
Basic Administrative Duties of a Trustee	A1016ILO	Instructor Led Online	4/15/2019	5 weeks	-	Online		\$300
Basic Administrative Duties of a Trustee	A1016ILO	Instructor Led Online	8/5/2019	5 weeks	-	Online		\$300
Branch Manager Bootcamp 4 Day Program: The Evolving Role of the Branch Manager	C1017BL	Live	Call to Schedule	4 days	-	J. Sobecki	2	\$900
Branch Manager Bootcamp: Day 1 of 4 Managing A Successful Branch	C1018L	Live	Call to Schedule	1 day	-	J. Sobecki	1/2	\$300
Branch Manager Bootcamp: Day 2 of 4 Leading Service Excellence	C1019L	Live	Call to Schedule	1 day	-	J. Sobecki	1/2	\$300
Branch Manager Bootcamp: Day 3 of 4 Business Development	C1020L	Live	Call to Schedule	1 day	-	J. Sobecki	1/2	\$300
Branch Manager Bootcamp: Day 4 of 4 Maintaining Superior Team Performance	C1021L	Live	Call to Schedule	1 day	-	J. Sobecki	1/2	\$300
Branch Manager Certificate	A1022SP	Self Paced	-	-	-	Online		\$1,295
Business and International Banking Services	A1023SP	Self Paced	-	12 min	-	Online		\$55
Business Math	CA1024ILO	Instructor Led Online	1/7/2019	12 weeks	-	Online	3	\$575
Business Math	CA1024ILO	Instructor Led Online	2/4/2019	12 weeks	-	Online	3	\$575
Business Math	CA1024ILO	Instructor Led Online	3/11/2019	12 weeks	-	Online	3	\$575
Business Math	CA1024ILO	Instructor Led Online	4/22/2019	12 weeks	-	Online	3	\$575
Business Math	CA1024ILO	Instructor Led Online	6/3/2019	12 weeks	-	Online	3	\$575
Business Math	CA1024ILO	Instructor Led Online	7/8/2019	12 weeks	-	Online	3	\$575
Business Math	CA1024ILO	Instructor Led Online	8/19/2019	12 weeks	-	Online	3	\$575
Calling on Small Business Customers	A1025SP	Self Paced	-	-	-	Online	1/4	\$95
Calming Upset Customers	C1026L	Live	3/27/2019 5:30pm–8:30pm	1 night	Sanford, ME	K. Quint	1/4	\$200
York County Community Action, 6 Spruce Street, Sanford Maine—2nd Floor Dupee Conference Room								
Calming Upset Customers	C1026GL	Guided Learning	-	6 months	-	T. Perkins	1/4	\$245
Certificate in Agile Project Management 	M1027SP	Self Paced	-	17 hours	-	Online	17 PDU	\$299
Certificate in Bank Financial Management (No Bundle Pricing)	A1028SP	Self Paced	-	-	-	Online	-	See Courses
Certificate in Business Communication	M1029SP	Self Paced	-	25 hours	-	Online	25 PDU	\$299
Certificate in Digital Marketing 	M1030SP	Self Paced	-	30 hours	-	Online	10.5 PDU	\$549
Certificate in Fraud Protection Bundle	A1031SP	Self Paced	-	-	-	Online	-	\$795
Certificate in Human Resource Management 	M1200SP	Self Paced	-	21 hours	-	Online	6 PDU	\$399
Certificate in Operational Risk Management	A1032SP	Self Paced	-	10 hours	-	Online	-	\$1,595
Certificate in Project Management for Teams	M1033SP	Self Paced	-	35 hours	-	Online	35 PDU	\$845
Certificate in Trust 1: Foundational	A1034SP	Self Paced	-	-	-	Online	-	\$1,495
Certificate in Trust 2: Intermediate	A1035SP	Self Paced	-	-	-	Online	-	\$2,295
Certificate in Trust 3: Advanced	A1036SP	Self Paced	-	-	-	Online	-	\$2,295
Communicating Collaboratively	M1037SP	Self Paced	-	5 hours	-	Online	5 PDU	\$79
Communication Basics Suite	A1038SP	Self Paced	-	20 min	-	Online	-	\$55
Communication Certificate: Part 1 Conquering Communication	C1039L	Live	Call to Schedule	3 hours	-	L. Szelog	-	\$200

Communication Certificate: Part 2 Creative Decision Making and Problem Solving	C1040L	Live	Call to Schedule	3 hours	-	L. Szelog	-	\$200
Communication Certificate: Part 3 Establishing Expectations and Service Standards for Your Team	C1041L	Live	Call to Schedule	3 hours	-	L. Szelog	-	\$200
Communication Certificate: Part 4 Strengthening Interpersonal Relationships and Motivation	C1042L	Live	Call to Schedule	3 hours	-	L. Szelog	-	\$200
Communication Certificate: Part 5 Communicate with Confidence, Comfort and Conviction	C1043L	Live	Call to Schedule	2 day	-	L. Szelog	-	\$450
Creativity in Teams and Organizations	M1044SP	Self Paced	-	5 hours	-	Online	3 CEU	\$79
Customer Service	C1045GL	Guided Learning	-	6 months	-	A. Lederer	1/2	\$245
Customer Service	 C1045WC	Webcourse	2/20/19 & 2/21/19 6:00pm-8:00pm	2 night	-	D. LaRoche	1/4	\$295
Customer Service Representative Certificate	A1046SP	Self Paced	-	-	-	Online	-	\$795
Customer Service Sales Experience Certificate	O1047SP	Self Paced	-	-	-	Online	-	\$690
Deposit Accounts & Services: The Basics Part 1 of 2	 C1048WC	Webcourse	5/2/2019 & 5/9/2019 6:00pm-8:00pm	2 night	-	S. Littlefield	1/4	\$295
Deposit Accounts & Services: Account Ownership, Fiduciary and Decedent Accounts Part 2 of 2	 C1130WC	Webcourse	Coming Fall 2019 6:00pm-8:00pm	3 night	-	S. Littlefield	1/4	\$295
Deposit Accounts & Services	C1048GL	Guided Learning	-	6 months	-	A. Lederer	2	\$350
Deposit Products & Services for Small Businesses	C1049SP	Self Paced	-	30 min	-	Online	-	\$95
Diversity Awareness	H1050GL	Guided Learning	-	6 months	-	A. Lederer	1/2	\$245
Economics	CA1051ILO	Instructor Led Online	2/4/2019	12 weeks	-	Online	3	\$575
Economics	C1051L	Live	2/5/2019 for 8 weeks	8 weeks	Sanford, ME	L. Holt	3	\$375
Sanford Institution for Savings, 900 Main Street, Sanford, Maine Use back door farthest to the right facing building								
Economics	CA1051ILO	Instructor Led Online	3/11/2019	12 weeks	-	Online	3	\$575
Economics	CA1051ILO	Instructor Led Online	5/6/2019	12 weeks	-	Online	3	\$575
Economics	CA1051ILO	Instructor Led Online	7/8/2019	12 weeks	-	Online	3	\$575
Economics	C1051GL	Guided Learning	-	6 months	-	T. Kolonoski	3	\$375
Effective Public Speaking	M1052SP	Self Paced	-	5 hours	-	Online	5 PDU	\$99
Effective Business Writing	M1053SP	Self Paced	-	5 hours	-	Online	5 PDU	\$99
Effective Emails, Memos and Letters	M1054SP	Self Paced	-	5 hours	-	Online	5 PDU	\$79
Effective Presentations	M1055SP	Self Paced	-	5 hours	-	Online	5 PDU	\$99
Effective Referrals Suite	A1056SP	Self Paced	-	15 min	-	Online	-	\$55
Essential Selling Skills Bundle	A1057SP	Self Paced	-	1.5 hours	-	Online	-	\$495
Ethical Issues for Bankers	A1058SP	Self Paced	-	25 min	-	Online	-	\$55
Ethics in the Workplace	H1059WC	Webcourse	2/13/2019	1 session	-	A. Lederer	1/4	\$150
Ethics in the Workplace	H1059SP	Self Paced	-	25 min	-	Online	-	\$55
Event Networking	A1060SP	Self Paced	-	1 hour	-	Online	-	\$95

Everything DISC Workplace Course Workshop (Teams and Organizations)	NEW	C1062L	Live	Call to Schedule	Full Day	-	C. Stuart		\$350
Everything DISC Workplace Individual Assessment	NEW	C1061	Self Paced	-	-	-	Online		\$80
Fighting Fraud: Top 10 Scams Targeting Our Nation's Seniors (2018)	NEW	C1063WC	Webcourse	4/24/2019	1 night	-	J. Robinson	1/4	\$150
Financial Elder Abuse		C1063GL	Guided Learning	-	6 months	-	A. Lederer	1/4	\$200
Foundational Certificate in Bank Marketing		A1064SP	Self Paced	-	-	-	Online		\$1,195
Frauds, Scams and Cons		C1065BGL	Guided Learning	-	6 months	-	A. Lederer	1	\$300
Frauds, Scams and Cons 1: Internet and Investment Scams		C1066L	Live	2/12/2019 5:30-8:30pm	1 night	Kennebunk, ME	L. Bridges	1/4	\$200
Kennebunk Savings, 7 Alewife Park Road, Kennebunk, Maine									
Frauds, Scams and Cons 1: Internet Scams		C1066L	Live	5/7/2019	1 night	Machias, ME	W. Schors	1/4	\$200
Machias Savings Bank, 4 Center Street, Machias, Maine									
Frauds, Scams and Cons 2: Common Fraud Schemes		C1067L	Live	5/14/2019	1 night	Machias, ME	W. Schors	1/4	\$200
Machias Savings Bank, 4 Center Street, Machias, Maine									
Frauds, Scams and Cons 3: Investment Related Fraud and Misc. Scams		C1068L	Live	5/21/2019	1 night	Machias, ME	W. Schors	1/4	\$200
Machias Savings Bank, 4 Center Street, Machias, Maine									
Frauds, Scams and Cons 4: Check and New Account Fraud		C1069L	Live	5/28/2019	1 night	Machias, ME	W. Schors	1/4	\$200
Machias Savings Bank, 4 Center Street, Machias, Maine									
Fundamentals of Small Business Banking Suite		A1070SP	Self Paced	-	45 min	-	Online		\$95
Future of Business, The		CA1071ILO	Instructor Led Online	1/14/2019	12 weeks	-	Online	3	\$575
Future of Business, The		CA1071ILO	Instructor Led Online	5/20/2019	12 weeks	-	Online	3	\$575
Health Savings Account Expert Certificate		A1072SP	Self Paced	-	12 weeks	-	Online		\$795
Human Relations		CA1073ILO	Instructor Led Online	1/7/2019	12 weeks	-	Online	3	\$575
Human Relations		CA1073ILO	Instructor Led Online	2/25/2019	12 weeks	-	Online	3	\$575
Human Relations		CA1073ILO	Instructor Led Online	4/29/2019	12 weeks	-	Online	3	\$575
Human Relations		CA1073ILO	Instructor Led Online	7/8/2019	12 weeks	-	Online	3	\$575
Human Relations		C1073GL	Guided Learning	-	6 months	-	T. Perkins	3	\$375
Human Resource Management		CA1099ILO	Instructor Led Online	2/11/2019	12 weeks	-	Online	3	\$575
Human Resource Management		CA1099ILO	Instructor Led Online	4/8/2019	12 weeks	-	Online	3	\$575
Human Resource Management		CA1099ILO	Instructor Led Online	7/8/2019	12 weeks	-	Online	3	\$575
Human Resource Management		C1099GL	Guided Learning	-	6 months	-	T. Perkins	3	\$375
Innovation in Teams and Organizations		M1075SP	Self Paced	-	5 hours	-	Online	5 PDU	\$79
Introduction to Analyzing Financial Statements		A1076SP	Self Paced	-	3.5 hours	-	Online	-	\$95
Introduction to Banking		A1077SP	Self Paced	-	10 min	-	Online	-	\$55
Introduction to Critical Thinking		M1078SP	Self Paced	-	7 hours	-	Online	7 PDU	\$95
Introduction to Trust Products & Services		A1079ILO	Instructor Led Online	2/25/2019	5 weeks	-	Online	-	\$300
Introduction to Trust Products & Services		A1079ILO	Instructor Led Online	6/17/2019	5 weeks	-	Online	-	\$300
Legal Foundations in Banking	NEW	A1080WC	Webcourse	2/26/2019 6:00pm-8:00pm	8 weeks	-	B. Blackinton	3	\$550

Legal Foundations in Banking	NEW	A1080L	Live	3/11/19 6:00pm–8:30pm	10 weeks	Norfolk, VA	M. Jakubowski	3	\$550
TowneBank, 109 E Main Street, Norfolk, Virginia. Parking: Bank lot and Off Street									
Legal Foundations in Banking	NEW	A1080ILO	Instructor Led Online	3/25/2019	10 weeks	-	Online	-	\$550
Legal Foundations in Banking	NEW	A1080L	Live	4/9/2019 5:30pm–8:30pm	8 Weeks	Morrisville, VT	TBA	3	\$550
Union Bank, 20 Lower Main Street, Morrisville, Vermont									
Legal Foundations in Banking	NEW	A1080ILO	Instructor Led Online	7/15/2019	10 weeks	-	Online	-	\$550
Legal Foundations in Banking	NEW	A1080GL	Guided Learning	-	6 months	-	T. Perkins	3	\$375
Making the Client Call Suite		A1081SP	Self Paced	-	20- min	-	Online	-	\$55
Managing Funding, Liquidity and Capital		A1082ILO	Instructor Led Online	6/10/2019	6 weeks	-	Online	-	\$875
Managing Funding, Liquidity and Capital		A1082ILO	Instructor Led Online	01/28/19	6 weeks	-	Online	-	\$875
Managing Interest Rate Risk		A1083ILO	Instructor Led Online	4/8/2019	8 weeks	-	Online	-	\$875
Managing the Bank's Investment Portfolio		A1084ILO	Instructor Led Online	3/25/2019	5 weeks	-	Online	-	\$875
Managing the Bank's Investment Portfolio		A1084ILO	Instructor Led Online	8/5/2019	5 weeks	-	Online	-	\$875
Marketing		CA7740ILO	Instructor Led Online	1/14/2019	12 weeks	-	Online	3	\$575
Marketing		CA7740ILO	Instructor Led Online	2/4/2019	12 weeks	-	Online	3	\$575
Marketing		CA7740ILO	Instructor Led Online	4/15/2019	12 weeks	-	Online	3	\$575
Marketing		CA7740ILO	Instructor Led Online	6/3/2019	12 weeks	-	Online	3	\$575
Marketing		CA7740ILO	Instructor Led Online	7/15/2019	12 weeks	-	Online	3	\$575
Marketing		C7740GL	Guided Learning	-	6 months	-	A. Lederer	3	\$375
Marketing in a Digital World Bundle		A1085BSP	Self Paced	-	7.5 hours	-	Online	-	\$599
Marketing in a Digital World: Build Your Campaign		A1086SP	Self Paced	-	45 min	-	Online	-	\$129
Marketing in a Digital World: Digital Campaigns		A1087SP	Self Paced	-	3.5 hours	-	Online	-	\$299
Marketing in a Digital World: Find Your Audience		A1088SP	Self Paced	-	1.5 hours	-	Online	-	\$129
Marketing in a Digital World: Leveraging LinkedIn		A1089SP	Self Paced	-	1.5 hours	-	Online	-	\$129
Marketing in a Digital World: Search Engine Optimization		A1090SP	Self Paced	-	1 hour	-	Online	-	\$129
Marketing in a Digital World: Social Campaigns		A1091SP	Self Paced	-	4 hours	-	Online	-	\$299
Marketing in a Digital World: Strategic Twitter		A1092SP	Self Paced	-	1.5 hours	-	Online	-	\$129
Marketing in a Digital World: The Power of Facebook		A1093SP	Self Paced	-	1.5 hours	-	Online	-	\$129
Marketing in Banking		A1094ILO	Instructor Led Online	1/14/2019	4 weeks	-	Online	-	\$300
Marketing in Banking		A1094ILO	Instructor Led Online	6/3/2019	4 weeks	-	Online	-	\$300
Marketing Management		A1095ILO	Instructor Led Online	1/22/2019	4 weeks	-	Online	-	\$300

Marketing Management	A1095ILO	Instructor Led Online	3/25/2019	4 weeks	-	Online	-	\$300
Marketing Management	A1095ILO	Instructor Led Online	8/26/2019	4 weeks	-	Online	-	\$300
Marketing Planning	A1096ILO	Instructor Led Online	2/19/2019	4 weeks	-	Online	-	\$300
Marketing Planning	A1096ILO	Instructor Led Online	7/15/2019	4 weeks	-	Online	-	\$300
Member Services for Credit Unions Certificate	O1097SP	Self Paced	-	-	-	Online	-	\$690
Money and Banking	A1074ILO	Instructor Led Online	2/4/2019	16 weeks	-	Online	3	\$510
Money and Banking	A1074ILO	Instructor Led Online	6/24/2019	16 weeks	-	Online	-	\$510
Money and Banking	A1074GL	Self Paced	-	6 months	-	T. Kolonoski	3	\$375
Money and Banking	A1074ILO	Instructor Led Online	2/4/2019	16 weeks	-	Online	-	\$510
Organizational Behavior	CA1100IL	Instructor Led Online	1/28/2019	12 weeks	-	Online	3	\$575
Organizational Behavior	CA1100IL	Instructor Led Online	4/15/2019	12 weeks	-	Online	3	\$575
Organizational Behavior	CA1100IL	Instructor Led Online	7/22/2019	12 weeks	-	Online	3	\$575
Overcoming Objections Suite	A1100SP	Self Paced	-	20 min	-	Online	-	\$55
Personal Banker Certificate	A1101SP	Self Paced	-	-	-	Online	-	\$795
Principles of Banking	CA1370ILO	Instructor Led Online	1/14/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	1/21/2019	12 weeks	-	Online	3	\$575
Principles of Banking	A1370WC	Webcourse	1/22/2019 6:00pm-8:00pm	8 weeks	-	N. Hines	3	\$550
Principles of Banking	CA1370ILO	Instructor Led Online	2/4/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	2/18/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	3/4/2019	12 weeks	-	Online	3	\$575
Principles of Banking	A1370L	Live	3/12/2019 6:00pm-8:00pm	8 weeks	Maine	L. Patterson	3	\$550
	TBA							
Principles of Banking	CA1370ILO	Instructor Led Online	3/18/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	4/1/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	4/15/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	5/6/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	5/20/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	6/3/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	6/24/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	7/22/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	8/5/2019	12 weeks	-	Online	3	\$575
Principles of Banking	CA1370ILO	Instructor Led Online	8/19/2019	12 weeks	-	Online	3	\$575
Principles of Banking	A1370GL	Guided Learning	-	6 months	-	T. Perkins	3	\$550
Referring Insurance and Annuity Clients	A1102SP	Self Paced	-	1.5 hours	-	Online	-	\$95
Referring Investment Clients	A1103SP	Self Paced	-	35 min	-	Online	-	\$95
Referring Trust Clients	A1104SP	Self Paced	-	40 min	-	Online	-	\$95
Relationship Sales Suite	A1105SP	Self Paced	-	15 min	-	Online	-	\$55
Relationship Selling to Small Business Customers	A1106SP	Self Paced	-	1.5 hours	-	Online	-	\$95

Retirement Products for Small Businesses	A1107SP	Self Paced	-	2 hours	-	Online	-	\$95
Revitalizing Customer Service	A1108L	Live	2/5/2019 & 2/12/2019	2 night	Machias, ME	W. Schors	1/2	\$245
Machias Savings Bank, 4 Center Street, Machias, Maine								
Robbery and Bank Security	A1109SP	Self Paced	-	45 min	-	Online	-	\$95
Safe Deposit Basics	C1110L	Live	1/29/2019	1 night	Machias, ME	W. Schors	1/4	\$200
Machias Savings Bank, 4 Center Street, Machias, Maine								
Safe Deposit Basics	C1110GL	Guided Learning	-	6 months	-	A. Lederer	1/4	\$200
Safeguarding Bank Assets and the Nation	A1111SP	Self Paced	-	12 min	-	Online	-	\$55
Safeguarding the Customer and the Bank	A1128SP	Self Paced	-	12 min	-	Online	-	\$55
Servicing and Growing Small Business Relationships	A1112SP	Self Paced	-	30 min	-	Online	-	\$95
Small Business Banker Certificate	A1113SP	Self Paced	-	-	-	Online	-	\$895
Small Business Basics	A1114SP	Self Paced	-	20 min	-	Online	-	\$55
Small Business Operating and Life Cycles	A1115SP	Self Paced	-	25 min	-	Online	-	\$55
Speak with Confidence	M1116SP	Self Paced	-	5 hours	-	Online	5 PDU	\$40
Start Your Own Nonprofit Organization	M1201	Self Paced	-	4 hour	-	Online	3 CEU	\$79
Statistics	CA1117ILO	Instructor Led Online	2/18/2019	12 weeks	-	Online	3	\$575
Statistics	CA1117ILO	Instructor Led Online	6/17/2019	12 weeks	-	Online	3	\$575
Tele-Consulting	A1118SP	Self Paced	-	1.5 hours	-	Online	-	\$95
Teller Basics	A1119GL	Guided Learning	-	6 months	-	T. Perkins	2	\$350
Teller Basics	A1119L	Live	Call to Schedule	-	-	-	-	\$400
Teller Basics Suite	A1120SP	Self Paced	-	5 hours	-	Online	-	\$150
Understanding Bank Products	A1122SP	Self Paced	-	2.5 hours	-	Online	-	\$95
Universal Banker Certificate	A1123SP	Self Paced	-	-	-	Online	-	\$795
Verbal Communication Suite (Telephone Skills)	A1124SP	Self Paced	-	20 min	-	Online	-	\$55
Verbal Communications	C5465WC	Webcourse	2/27/19 6:00pm–8:00pm	8 weeks	-	A. Lederer	3	\$410
Why Quality Customer Service Matters Suite	A1125SP	Self Paced	-	35 min	-	Online	-	\$95
Written Communication	C1865L	Live	4/3/2019 6:00pm-9:00pm	8 weeks	Machias, ME	W. Schors	3	\$450
Machias Savings Bank, 4 Center Street, Machias, Maine								
Written Communication	C1865GL	Guided Learning	-	6 months	-	S. Arnold	3	\$450
Written Communication Suite (Email)	A1126SP	Self Paced	-	20 min	-	Online	-	\$55
Your Role As A New Banker	C1127L	Live	3/21/2019 9:00am-4:00pm	Full Day	Hermon, ME	B. Maguire	1/2	\$295
Camden National Bank—2530 Route 2, Hermon, Maine. Parking: Back parking lot								
Your Role As A New Banker	C1127L	Live	3/26/2019 9:00am-4:00pm	Full Day	New Gloucester, ME	L. Szelog	1/2	\$295
Pineland Conference Center, 16 Pineland Drive, off Route 231, first building on left								