

**Course Categories**

 BS – Business Skills C – Compliance LS – Leadership, Management and Supervisory  
 L – Lending PSST – Professional Skill & Special Topics T – Technology

Course Category	Course Code	Course	Cost
LS	M5001SP	A Manager's Guide - How to Coach	\$ 79.00
LS	M5002SP	A Manager's Guide to Business Ethics in the 21st Century	\$ 249.00
LS	M5003SP	A Manager's Guide to Effective Negotiations	\$ 79.00
LS	M5004SP	A Manager's Guide to Handling Difficult Employee Behavior	\$ 199.00
LS	M5005SP	A Manager's Guide to Information Technology	\$ 199.00
LS	M5006SP	A Manager's Guide to Managing People	\$ 79.00
LS	M5007SP	A Manager's Guide to Superior Customer Service	\$ 79.00
LS	M5008SP	A Manager's Guide to Time Management	\$ 79.00
LS	M5009SP	A Manager's Guide to Workplace Conflict	\$ 99.00
C	A2001SP	Active Aggressor for Employees	\$ 55.00
LS	A5010SP	Active Aggressor for Managers	\$ 95.00
C	A2002SP	ADA Accessibility	\$ 55.00
C	A2003SP	ADA Interacting with People Who Have Disabilities	\$ 55.00
C	A2004SP	ADA Overview and Employment	\$ 95.00
C	A2005SP	Advertising: Can-SPAM Act	\$ 55.00
C	A2006SP	Anatomy of a Regulation for Compliance Professionals	\$ 275.00
L	A6004SP	Appraisal Procedures	\$ 95.00
LS	A5012SP	Authentic Leadership	\$ 55.00
BS	A1002SP	Bank Basics Suite	\$ 595.00
C	A2007SP	Bank Bribery Act	\$ 55.00
BS	A1003SP	Bank Marketing: Building Customers Relationships	\$ 55.00
C	A2008SP	Bank Protection Act	\$ 35.00
BS	A1005SP	Bank Solutions Provider Certificate	\$ 495.00
BS	A1006SP	Bank Teller Certificate	\$ 695.00
C	A2009SP	Banking Law and Referrals	\$ 95.00
BS	A1012SP	Banks and Personal Wealth Management	\$ 55.00
BS	A1013SP	Banks and the Deposit Function	\$ 55.00
BS	A1014SP	Banks and the Economy	\$ 55.00
BS	A1015SP	Banks as a Business	\$ 55.00
LS	H5013SP	Basics of Leadership Skills Certificate	\$ 200.00
L	A6005SP	Basics of Mortgage Processing	\$ 95.00
BS	A1022SP	Branch Manager Certificate	\$ 1,295.00
C	A2010SP	BSA / USA Patriot Act for Compliance Professionals	\$ 275.00
C	A2011SP	BSA/AML: Beneficial Ownership and Customer Due Diligence	\$ 55.00
C	A2012SP	BSA/AML: CIP Advanced	\$ 55.00
C	A2013SP	BSA/AML: CIP Basics	\$ 55.00
C	A2014SP	BSA/AML: Communicating with Customers about CTRs	\$ 55.00
C	A2015SP	BSA/AML: Completing the CTR	\$ 95.00
C	A2016SP	BSA/AML: Complying with the BSA	\$ 55.00
C	A2017SP	BSA/AML: Exempting Customers from CTR Reporting	\$ 55.00
C	A2019SP	BSA/AML: Overview	\$ 55.00
C	A2020SP	BSA/AML: Recordkeeping - Wires, Money Orders and other Challenges	\$ 55.00

C	A2021SP	BSA/AML: Reporting	\$ 55.00
C	A2022SP	BSA/AML: Risk Assessment & Customer Due Diligence	\$ 55.00
C	A2023SP	BSA/AML: SAR Filing	\$ 95.00
C	A2024SP	BSA/AML: USA Patriot Act	\$ 55.00
LS	A5014SP	Building Collaborative Teams	\$ 55.00
BS	A1023SP	Business and International Banking Services	\$ 55.00
BS	A1025SP	Calling on Small Business Customers	\$ 95.00
BS	M1027SP	Certificate in Agile Project Management	\$ 299.00
BS	A1028SP	Certificate in Bank Financial Management (No Bundle Pricing)	See Courses
C	A2025BSP	Certificate in BSA and AML Compliance Bundle	\$ 1,595.00
L	A6006SP	Certificate in Business and Commercial Lending	\$ 600.00
BS	M1029SP	Certificate in Business Communication	\$ 299.00
PSST	M5003SP	Certificate in Creativity and Innovation	\$ 249.00
C	A2026BSP	Certificate in Deposit Compliance Bundle	\$ 1,595.00
BS	M1030SP	Certificate in Digital Marketing	\$ 549.00
BS	A1031SP	Certificate in Fraud Protection Bundle	\$ 795.00
BS	M1200SP	Certificate in Human Resource Management	\$ 399.00
LS	M5015SP	Certificate in Leadership	\$ 199.00
L	A6007SP	Certificate in Lending Compliance Bundle	\$ 1,595.00
LD	M4001SP	Certificate in Online Learning	\$ 499.00
BS	A1032SP	Certificate in Operational Risk Management	\$ 1,595.00
BS	M1033SP	Certificate in Project Management for Teams	\$ 845.00
LS	M5016SP	Certificate in Project Management for Teams	\$ 845.00
BS	A1034SP	Certificate in Trust 1: Foundational	\$ 1,495.00
BS	A1035SP	Certificate in Trust 2: Intermediate	\$ 2,295.00
BS	A1036SP	Certificate in Trust 3: Advanced	\$ 2,295.00
LS	A5017SP	Coaching	\$ 55.00
LS	A5018SP	Coaching to Support the Sales Process Suite	\$ 55.00
L	A3003SP	Commercial Real Estate Lending Decision Process Package	\$ 720.00
BS	M1037SP	Communicating Collaboratively	\$ 79.00
LS	A5019SP	Communicating Vision	\$ 55.00
BS	A1038SP	Communication Basics Suite	\$ 55.00
C	A2027SP	Community Reinvestment Act (CRA)	\$ 95.00
L	A3004SP	Completing the HUD 1	\$ 95.00
L	A3005SP	Consumer Credit Basics	\$ 55.00
L	A3006SP	Consumer Credit Products	\$ 95.00
L	A3007SP	Consumer Loan Processes	\$ 55.00
LS	A5020SP	Corrective Action	\$ 55.00
C	A2028SP	CRA, Community Bank for Compliance Professionals	\$ 275.00
C	A2029SP	CRA, Large Bank for Compliance Professionals	\$ 275.00
BS	M1044SP	Creativity in Teams and Organizations	\$ 79.00
L	A3008SP	Credit Products for Small Businesses	\$ 95.00
BS	A1046SP	Customer Service Representative Certificate	\$ 795.00
BS	O1047SP	Customer Service Sales Experience Certificate	\$ 690.00
TECH	A9001Sp	Cybersecurity Fundamentals	\$ 55.00
TECH	A9002SP	Cybersecurity Management	\$ 275.00

PSST	A5005SP	Dealing Effectively with Co-Workers	\$ 95.00
BS	C1049SP	Deposit Products & Services for Small Businesses	\$ 95.00
C	A2031SP	Digital Compliance for Compliance Professionals	\$ 275.00
L	A3009SP	Discovering FHA Programs	\$ 95.00
C	A2032SP	ECOA Equal Credit Opportunity Act for Compliance Professionals	\$ 275.00
BS	M1053SP	Effective Business Writing	\$ 99.00
BS	M1054SP	Effective Emails, Memos and Letters	\$ 79.00
LS	A5021SP	Effective Meetings	\$ 55.00
BS	M1055SP	Effective Presentations	\$ 99.00
BS	M1052SP	Effective Public Speaking	\$ 99.00
BS	A1056SP	Effective Referrals Suite	\$ 55.00
C	A2033SP	Elder Financial Abuse	\$ 55.00
C	A2034SP	Elements of a Compliance Program for Compliance Professionals	\$ 275.00
C	A2035SP	Elements of an Operational Risk Management Program	\$ 275.00
L	A3010SP	Elements of Title Insurance	\$ 95.00
LS	M5022SP	Emotional Intelligence for Managers	\$ 79.00
LS	A5023SP	Employee Recognition	\$ 55.00
LS	A5024SP	Employment Law	\$ 95.00
LS	A5025SP	Empowerment	\$ 55.00
C	A2036SP	Equal Credit Opportunity Act Reg B	\$ 95.00
C	A2037SP	E-Sign Compliance	\$ 55.00
BS	A1057SP	Essential Selling Skills Bundle	\$ 495.00
L	A3011SP	Essentials of Mortgage Lending	\$ 95.00
PSST	A5011SP	Essentials of Workplace Conduct	\$ 95.00
BS	A1058SP	Ethical Issues for Bankers	\$ 55.00
BS	H1059SP	Ethics in the Workplace	\$ 55.00
BS	A1060SP	Event Networking	\$ 95.00
BS	C1061	Everything DISC Workplace Individual Assessment	\$ 80.00
C	A2038SP	Expedited Funds Availability Act Reg CC	\$ 95.00
L	A3013SP	Explaining Loan Modifications	\$ 95.00
C	A2039SP	Extending Credit to Bank Insiders Reg O	\$ 55.00
C	A2040SP	Fair Credit Reporting Act	\$ 95.00
C	A2041SP	Fair Debt Collection Practices Act	\$ 95.00
C	A2042SP	Fair Housing Act	\$ 55.00
C	A2043SP	Fair Lending	\$ 95.00
C	A2044SP	FCRA Fair Credit Reporting Act for Compliance Professionals	\$ 275.00
C	A2045SP	FDIC Insurance Coverage	\$ 95.00
C	A2047SP	Federal Flood Insurance for Compliance Professionals	\$ 275.00
C	A2046SP	Flood Disaster Protection Act	\$ 55.00
BS	A1064SP	Foundational Certificate in Bank Marketing	\$ 1,195.00
C	A2048SP	Fraud and Criminal Threats	\$ 275.00
L	A3014SP	Fundamentals of Consumer Lending Suite	\$ 95.00
BS	A1070SP	Fundamentals of Small Business Banking Suite	\$ 95.00
L	A3016SP	Gathering the Facts on Mortgage Fraud	\$ 95.00
C	A2049SP	Good Faith Estimate and HUD-1	\$ 55.00
L	A3017SP	Handling Mortgage Inquiries and Making Referrals	\$ 95.00

BS	A1072SP	Health Savings Account Expert Certificate	\$ 795.00
C	A2050SP	HMDA - Preparing for 2018	\$ 95.00
C	A2051SP	HMDA Home Mortgage Disclosure Act for Compliance Professionals	\$ 275.00
C	A2052SP	Home Mortgage Disclosure Act (HMDA) Overview	\$ 95.00
C	A2053SP	Home Owners Protection Act	\$ 95.00
PSST	A5014SP	Improving Productivity	\$ 95.00
C	A2054SP	Incident Management and Resilience	\$ 275.00
TECH	A9013SP	Information Security and Reg Flags	\$ 95.00
BS	M1075SP	Innovation in Teams and Organizations	\$ 79.00
LS	A5027SP	Interviewing	\$ 55.00
BS	A1076SP	Introduction to Analyzing Financial Statements	\$ 95.00
BS	A1077SP	Introduction to Banking	\$ 55.00
BS	M1078SP	Introduction to Critical Thinking	\$ 95.00
PSST	A5015SP	Introduction to IRAs	\$ 95.00
LS	M5028SP	Introduction to Leadership	\$ 79.00
PSST	S5018SP	IRA Essentials On Demand	\$ 249.00
LS	M5029SP	Leaders and Work-Life Balance	\$ 79.00
LS	O5030SP	Leadership Development Certificate	\$ 850.00
LS	A5031SP	Leadership in Action Suite	\$ 195.00
LS	M5032SP	Leading and Managing Change	\$ 79.00
LS	M5033SP	Leading Teams	\$ 79.00
L	A3019SP	Lending as a Cornerstone of Banking	\$ 55.00
L	A3020SP	Lending Decision Process Complete Package	\$ 720.00
L		Lending Decision Process Series 1: Industry, Management and Economic Influences	\$ 100.00
L		Lending Decision Process Series 2: Interpreting Quality of Financial Reports and Accounts	\$ 100.00
L		Lending Decision Process Series 3: Analyzing the Company's Financial Performance and Condition	\$ 200.00
L		Lending Decision Process Series 4: The Cash Cycle, Seasonality & Discovering Borrowing Causes & Repayment Sources	\$ 150.00
L		Lending Decision Process Series 5: Analyzing Cash Flow Statements to Measure Long-Term Repayment Ability	\$ 150.00
L		Lending Decision Process Series 6: Using Financial Projections to Fine Tune the Credit Analysis	\$ 150.00
LS	A5035SP	Leveraging the Benefits of a Diverse Workforce	\$ 95.00
BS	A1081SP	Making the Client Call Suite	\$ 55.00
LS	A5037SP	Management Fundamentals Suite	\$ 275.00
LS	M5043SP	Manager's Toolbox Certificate	\$ 320.00
LS	A5044SP	Managing Change	\$ 55.00
LS	M5045SP	Managing in a Modern Organization	\$ 79.00
LS	A5046SP	Managing Performance	\$ 55.00
PSST	C5022SP	Managing Time at Work	\$ 95.00
BS	A1085BSP	Marketing in a Digital World Bundle	\$ 599.00
BS	A1086SP	Marketing in a Digital World: Build Your Campaign	\$ 129.00
BS	A1087SP	Marketing in a Digital World: Digital Campaigns	\$ 299.00
BS	A1088SP	Marketing in a Digital World: Find Your Audience	\$ 129.00
BS	A1089SP	Marketing in a Digital World: Leveraging LinkedIn	\$ 129.00
BS	A1090SP	Marketing in a Digital World: Search Engine Optimization	\$ 129.00
BS	A1091SP	Marketing in a Digital World: Social Campaigns	\$ 299.00

BS	A1092SP	Marketing in a Digital World: Strategic Twitter	\$ 129.00
BS	A1093SP	Marketing in a Digital World: The Power of Facebook	\$ 129.00
BS	O1097SP	Member Services for Credit Unions Certificate	\$ 690.00
C	A2055SP	Military Lending Act	\$ 95.00
L	A3022SP	Mortgage Customer Counseling and Prequalification	\$ 95.00
L	O3023SP	Mortgage Lending Certificate	\$ 850.00
C	A2056SP	Mortgage Servicing: ARM Notices	\$ 55.00
C	A2057SP	Mortgage Servicing: Early Intervention and Continuity of Contact	\$ 55.00
C	A2058SP	Mortgage Servicing: Error Resolution	\$ 95.00
C	A2059SP	Mortgage Servicing: Escrow Accounts	\$ 95.00
C	A2060SP	Mortgage Servicing: Force-Placed Insurance	\$ 95.00
C	A2061SP	Mortgage Servicing: Loan Origination and Servicing Transfers	\$ 95.00
C	A2062SP	Mortgage Servicing: Loss Mitigation	\$ 95.00
C	A2063SP	Mortgage Servicing: Overview	\$ 95.00
C	A2064SP	Mortgage Servicing: Payment Crediting and Periodic Statements	\$ 95.00
C	A2065SP	Mortgage Servicing: Successors in Interest	\$ 55.00
C	A2066SP	OFAC	\$ 55.00
C	A2067SP	OFAC Office of Foreign Asset Control for Compliance Professionals	\$ 275.00
PSST	A5026SP	Online Communication Suite (Social Media)	\$ 55.00
C	A2068SP	Operational Risk Model Management	\$ 275.00
BS	A1100SP	Overcoming Objections Suite	\$ 55.00
C	A2069SP	Oversight and Management of Operational Risk	\$ 275.00
C	A2070SP	Payments and Settlements	\$ 275.00
BS	A1101SP	Personal Banker Certificate	\$ 795.00
PSST	M5027SP	Personal Branding	\$ 49.00
PSST	M5028SP	Personal Creativity	\$ 79.00
PSST	M5029SP	Personal Finance	\$ 49.00
L	A3024SP	Personal Tax Return Analysis	\$ 95.00
C	A2071SP	Physical Security	\$ 275.00
L	A3025SP	Preparing the Closing Disclosure	\$ 95.00
L	A3026SP	Preparing the Loan Estimate	\$ 95.00
PSST	A5030SP	Presentation Skills Suite	\$ 95.00
C	A2072SP	Privacy for Customer Contact Personnel	\$ 55.00
C	A2073SP	Privacy/Information Sharing for Compliance Professionals	\$ 275.00
L	A3027SP	Processing and Underwriting Credit	\$ 95.00
L	A3028SP	Processing Income and Assets	\$ 95.00
LS	H5048SP	Professional Development for Supervisors I Certificate	\$ 200.00
LS	H5049SP	Professional Development for Supervisors II Certificate	\$ 300.00
PSST	H5037SP	Professional Development I Certificate	\$ 200.00
PSST	H5039SP	Professional Development II Certificate	\$ 200.00
C	A2074SP	Real Estate Settlement Procedures Act (RESPA)	\$ 95.00
C	A2075SP	Recognizing and Preventing UDDAP	\$ 95.00
BS	A1102SP	Referring Insurance and Annuity Clients	\$ 95.00
BS	A1103SP	Referring Investment Clients	\$ 95.00
BS	A1104SP	Referring Trust Clients	\$ 95.00
C	A2076SP	Reg CC Expedited Funds Availability Act for Compliance Professionals	\$ 275.00

C	A2077SP	Reg D Reserve Requirements for Depository Institutions	\$ 55.00
C	A2078SP	Reg D Reserve Requirements for Depository Institutions Act for Compliance Professionals	\$ 275.00
C	A2079SP	Reg DD Truth in Savings Act	\$ 55.00
C	A2080SP	Reg DD Truth in Savings Act for Compliance Professionals	\$ 275.00
C	A2081SP	Reg E Consumer Liability	\$ 55.00
C	A2082SP	Reg E Consumer Remittances	\$ 95.00
C	A2083SP	Reg E Disclosure Requirements	\$ 55.00
C	A2084SP	Reg E Electronic Funds Transfer Act for Compliance Professionals	\$ 275.00
C	A2085SP	Reg E error Resolution Requirements	\$ 55.00
C	A2086SP	Reg E Gift Cards	\$ 55.00
C	A2087SP	Reg E Overdrafts	\$ 55.00
C	A2088SP	Reg E Overview	\$ 55.00
C	A2089SP	Reg E Payroll Cards	\$ 35.00
C	A2090SP	Reg E Preauthorized Transfers	\$ 35.00
C	A2091SP	Reg E Prepaid Accounts	\$ 95.00
C	A2092SP	Reg O Loans to Insiders for Compliance Professionals	\$ 275.00
C	A2093SP	Reg Z Ability to Repay (ATR) and Qualified Mortgage for Compliance Professionals	\$ 275.00
C	A2094SP	Reg Z Adjustable Rate Mortgages	\$ 55.00
C	A2095SP	Reg Z Advertising	\$ 95.00
C	A2096SP	Reg Z Closed-End Credit for Compliance Professionals	\$ 275.00
C	A2097SP	Reg Z Credit Cards	\$ 55.00
C	A2098SP	Reg Z HELOCs (Open End Credit)	\$ 55.00
C	A2099SP	Reg Z HOEPA Loans and Higher Priced Mortgage Loans	\$ 95.00
C	A2100SP	Reg Z Installment and Home Equity Loans	\$ 55.00
C	A2101SP	Reg Z Mortgages	\$ 55.00
C	A2102SP	Reg Z Non-Home Secured	\$ 55.00
C	A2103SP	Reg Z Open-End Credit for Compliance Professionals	\$ 275.00
C	A2104SP	Reg Z Overview	\$ 95.00
C	A2105SP	Reg Z Private Higher Education Loans	\$ 55.00
C	A2106SP	Reg Z Reverse Mortgages	\$ 55.00
C	A2110SP	Reg Z Right of Rescission	\$ 55.00
C	A2108SP	Regulatory Exam Management	\$ 275.00
BS	A1105SP	Relationship Sales Suite	\$ 55.00
BS	A1106SP	Relationship Selling to Small Business Customers	\$ 95.00
L		Residential Mortgage Lender Certificate	\$ 775.00
C	A2109SP	RESPA Real Estate Settlement Procedures Act for Compliance Professionals	\$ 275.00
BS	A1107SP	Retirement Products for Small Businesses	\$ 95.00
L	A3033SP	Reviewing the Appraisal Report	\$ 95.00
C	A2111SP	Right to Financial Privacy (RFPA)	\$ 95.00
C	A2112SP	Risk and Control Self Awareness	\$ 275.00
BS	A1109SP	Robbery and Bank Security	\$ 95.00
C	A2113SP	Robbery and Bank Security	\$ 95.00
C	A2114SP	S.A.F.E. Act - Secure and Fair Enforcement for Licensing Act	\$ 95.00
BS	A1111SP	Safeguarding Bank Assets and the Nation	\$ 55.00
BS	A1128SP	Safeguarding the Customer and the Bank	\$ 55.00
PSST	H5046SP	Sales Essentials Certificate	\$ 200.00

PSST	O5048SP	Sales Experience Certificate	\$ 459.00
PSST	A5050SP	Sales Planning Suite	\$ 55.00
TECH	M9014SP	Security Awareness Training	\$ 15.00
PSST	A5053BSP	Selling in a Social World (Bundle)	\$ 129.00
PSST	A5054SP	Selling in a Social World: Engage Your Audience	\$ 49.00
PSST	A5055SP	Selling in a Social World: Extend Your Reach	\$ 89.00
C	A2115SP	Servicemembers Civil Relief Act	\$ 95.00
C	A2116SP	Servicemembers Civil Relief Act (SCRA) for Compliance Professionals	\$ 275.00
BS	A1112SP	Servicing and Growing Small Business Relationships	\$ 95.00
C	A2117SP	Sexual and Workplace Harassment	\$ 95.00
LS	A5050SP	Sexual and Workplace Harassment for Managers	\$ 95.00
BS	A1113SP	Small Business Banker Certificate	\$ 895.00
BS	A1114SP	Small Business Basics	\$ 55.00
L	A3034SP	Small Business Borrowing	\$ 95.00
BS	A1115SP	Small Business Operating and Life Cycles	\$ 55.00
BS	M1116SP	Speak with Confidence	\$ 40.00
BS	M1201SP	Start Your Own Nonprofit Organization	\$ 79.00
PSST	A5056SP	Successful Sales Campaigns	\$ 95.00
LS	A5051SP	Supervisor / Team Leader Certificate	\$ 895.00
LS	T5052SP	Teaching Adults for Supervisors: Movitate and Engaging Learners	\$ 295.00
BS	A1118SP	Tele-Consulting	\$ 95.00
C	A2118SP	Telephone Consumer Protection Act (TCPA)	\$ 95.00
BS	A1120SP	Teller Basics Suite	\$ 150.00
C	A2119SP	TILA - RESPA Integrated Disclosures	\$ 55.00
C	A2120SP	UDAAP Unfair, Deceptive or Abusive Acts or Practices for Compliance Professionals	\$ 275.00
BS	A1122SP	Understanding Bank Products	\$ 95.00
L		Understanding Business Borrowers	\$ 150.00
BS	A1123SP	Universal Banker Certificate	\$ 795.00
C	A2121SP	Unlawful Internet Gambling Enforcement Act	\$ 55.00
C	A2122SP	Vendor Risk Management	\$ 275.00
BS	A1124SP	Verbal Communication Suite (Telephone Skills)	\$ 55.00
BS	A1125SP	Why Quality Customer Service Matters Suite	\$ 95.00
BS	A1126SP	Written Communication Suite (Email)	\$ 55.00