

FEES & LOCATION

IBA Members

\$225 Single Workshop
\$850 Full 4-part Series

100% Surcharge for Non-Members will be applied.

This workshop will be held on Thursday, October 15, 2020 virtually via zoom technology!

While we may not be able to get together "in person" for this event as originally planned given the circumstances, we know that education/training to stay current and be the best banker you can be is important. That's why we're committed to providing this session and we're taking it online via webinar technology. Same instructor with the same content, but you'll have the ability to join from wherever you're located from the convenience (and safety) of your computer. We look forward to seeing you online!

You will receive your manual 4-5 days in advance should you want to print this to have during training. At this time, you will also receive log in instructions. This is a completely **LIVE** virtual training where you will be able to ask questions directly to the speaker.

Non-Profit Org.
U.S. POSTAGE
PAID
Indianapolis, IN
Permit No. 221



IBA Foundation Inc.
8425 Woodfield Crossing Blvd.,
Suite 155E
Indianapolis, IN 46240

Mailing Address Information
If the addressee listed on this brochure is no longer employed at the bank or the mailing address is incorrect, please update the information on our website at www.indianabankers.org or contact Wendy Coitt at 317-387-9380, or email: wcoitt@indiana.bank

SEMINAR

Managers learn new methods for communicating and raising the bar through the performance management process, team building, and leadership abilities.

- Attend this IBA Seminar -

Branch Management Series

Raising the Bar for Sustainable Growth

Thursday
October 15, 2020

Virtual Training



Register Online
www.indiana.bank

PROGRAM OVERVIEW

This workshop focuses on maintaining superior performance. Managers learn new methods for communicating and raising the bar through the performance management process, team building, and leadership abilities. We explore how to keep a team motivated and focused on achieving organizational goals.

PRESENTER

The Branch Management Series is presented by Performance Solutions, Inc., a bank training and consulting company that specializes in providing "real-world" solutions to the key challenges facing financial institutions today in developing the team and building profitable relationships. The Branch Management Series was originally introduced in 1983 and is continually revised and updated to meet the challenges and changes the banking industry experiences.

Trina McCoy is the Senior Consultant and Facilitator for Performance Solutions, Inc., a bank training and consulting company that specializes in providing "real-world" solutions to the key challenges facing banks today in developing the team and building profitable relationships. As a former banker, Trina has held positions as City President, Sales Manager, Corporate Trainer, Frontline Banker, Mortgage Originator and Loan Officer. She also assisted with the opening of over 30 branches in a de nova market. Her training is energized, fast paced, interactive and results-focused.

AGENDA

- Creating a Pathway for Sustainable Growth
- Conducting Performance Reviews – The Good, the Bad, and the Ugly
- Dealing with Personalities, Conflicts, and Challenges
- Generating Solutions to Retail Branch Challenges and Problems
- Getting the Best from Teams – Accountability Skills
 - ◊ The 10% Difference
 - ◊ Ten Steps to Building a Winning Team
- Mentoring and Creating Leaders
- Expanding the Leadership Challenge
- Energizing and De-Stressing Methods, Ideas, and Tools
- Celebrating Performance: Rewards and Recognition
- Review of the Self-Assessment – “And the Places We Will Go’
- Branch “Best Practices” and Action Planning

WHO SHOULD ATTEND

Retail Managers, Branch Managers, Assistant Managers, Branch Manager Candidates and anyone responsible for the direction and development of a retail branch.

RAISING THE BAR FOR SUSTAINABLE GROWTH

(Dept. 106)
*Please type or print legibly.
Copy this form for additional participants.*

Name _____

Nickname for Badge _____

Bank/Firm _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

Emergency # (In case of bad weather, etc.) _____

E-Mail _____

Fees for IBA Members

- \$225 Single Workshop
- \$850 Full 4-part Series

Participation in IBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates. 100% Surcharge will be applied for nonmembers.

Payment Information

Total payable to the IBA Foundation, Inc.

Check Enclosed

VISA

MasterCard

AMEX

Account Number _____

Exp. Date _____

Image Use Policy: Registration in IBA events constitutes an agreement to the IBA's use and distribution of the attendee's image or voice. Details: indianabankers.org/policy

Return this form to:
IBA Foundation Inc.,
8425 Woodfield Crossing, 155E,
Indianapolis, IN 46240
317-387-9380
Fax: 317-333-7169

Register online: www.indiana.bank