

# WESTERN STATES SCHOOL OF BANKING

44<sup>th</sup> Annual Session

Hosted at Fort Lewis College in Durango, Colorado

June 8-16, 2018 [www.wssbonline.org](http://www.wssbonline.org)



## WSSB

Bachelor Level  
Curriculum Includes

### Freshmen:

Asset/Liability Management; Sales, Service, and Marketing I; Credit Risk Management, Legal Aspects of Banking I; CEO Panel, Bank Information Technology; and Intersession Project

### Seniors:

Leadership; Team Building; Managing Human Resources; Macroeconomics; Sales and Marketing II; Legal Aspects of Banking II; Bank IT: Advanced; ABA BankExec Simulation; and Banking Ethics.

*"I am very grateful for the opportunity to attend the Western States School of Banking. The Intersession Project papers were a challenge, but they were also the most valuable piece. The Project requires that you get to know your own institution and community in ways that most bankers don't get to. Delving into the economic drivers, the finances, and the strategic plan helped me understand the decisions being made and the direction of our bank and my future."*

Amy Demming, VP  
First National Bank of Durango

## *The Best Banking School Investment for Retention of your Best and Brightest! Two Year Certificate Program*

~ \$3,000 per term ~

Includes tuition, instructional materials, Campus housing, alumni event, ABA BankExec fees, Graduation Banquet, and most meals.

### DESIGNED FOR PROFESSIONALS

Retain dedicated and talented employees who deserve an investment in their future with your bank. Keeping good people and investing in them is the key to the strength and future of your organization.

### EXPERT BANKING INSTRUCTION

WSSB Instructors are bank professionals who know what it takes to strengthen, serve, and adapt to a community's needs by applying financial strategies that are timely, proven, and practical.

### 44<sup>TH</sup> ANNUAL SESSION

WSSB's curriculum is guided by its Board of Directors, with constant review and improvement over its 44-year history. Cutting-edge classes are designed by working industry executives who have the experience to identify current organizational needs and specifics from relevant topics.

*"Upon completing the curriculum of WSSB, I find that I both have a better understanding of not only how every line of business and department must operate to keep a bank functioning, but also what all the factors are that drive overall profitability."*

Matt Houston, AVP, Branch Manager  
First National Bank of the Rio Grande



For info and to apply: <http://www.wssbonline.org>  
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