



# SCHOOLS OF BANKING ADVANCED TRUST ADMINISTRATION SCHOOL



PRESENTED IN COOPERATION WITH  
THE WYOMING BANKERS ASSOCIATION

AUGUST 24 - 26, 2010

REGENCY LODGE - OMAHA, NEBRASKA



## WHAT YOU GAIN



## CURRICULUM

Dear Trust Professional:

Over thirty years have passed since Schools of Banking offered its first *School of Trust and Financial Services*. Through the support of its parent companies and partnering organizations, this School has graduated more than 1,000 Trust Professionals.

Realizing the increasing need for specialized continuing Trust education that is affordable and of high quality, the Schools of Banking is pleased to offer the *Advanced Trust Administration School, August 24 - 26, 2010, in Omaha, Nebraska*.

The *Advanced Trust Administration School* offers:

- ◆ Dynamic faculty who live their subject daily
- ◆ Curriculum driven by student learning needs
- ◆ Learning through hands-on, practical instruction
- ◆ Learning through peer interaction

If you have five years of progressive trust experience and/or are a graduate of the *School of Trust and Financial Services*, you are invited to attend the *Advanced Trust Administration School* and benefit from the focus on:

- ◆ Technical Trust Administration
- ◆ Current Administration Issues and Trends
- ◆ Relationship Management

Don't delay in registering. In order to facilitate the peer interchange so integral to an *Advanced Trust Administration School*, **enrollment will be limited to 35 students**. Registration materials are provided on the reverse of this flier for your convenience.

*Allan R. Roth, Chairman  
Advisory Trust Committee  
Senior Trust Officer  
Jones National Bank & Trust Company  
Seward, Nebraska*

### *Advanced Account Administration*

Learn how to analyze and interpret the content and intent of trust documents. Significant time will be spent on discretionary distribution decision-making.

### *Understanding Estate Planning Techniques - Parts I and II*

Learn the ins and outs of estate planning vehicles including recognizing when estate planning vehicles should be used, the dos and don'ts of the particular vehicles and funding and valuation issues. Specialized trust offerings will also be discussed.

### *Compliance and Ethics*

Study everyday situations that lead to conflicts of interest and ethical dilemmas while developing solutions.

### *Investments - Parts I and II*

Apply investment theory to day-to-day account administration. Understand investor psychology along with how to locate resources for investment research. Learn how to thoroughly evaluate a Morningstar report.

### *Tax Issues*

Gain exposure to legislative and IRS rulings.

### *Management of Unique Assets*

Learn the steps to administering unique assets. The factors used in valuing unique assets will be addressed. There will also be discussion of how the Bank/Trust Company should charge for this service.

### *Relationship Management for Administrators*

Explore the saving and investing beliefs and patterns of today's investor. Identify how the trust department/company can capitalize on this information to position itself as a family advisor. Prepare a plan of action to embrace diversity and manage relationships.

*(Note: Final curriculum is subject to change.)*

A PDF fill-in application is available at: [www.schoolsofbanking.com](http://www.schoolsofbanking.com)



## ADMISSION & ENROLLMENT INFORMATION

The *Advanced Trust Administration School* has been specifically designed to foster group discussion, allowing students to learn from peers as well as faculty members. As a result, **registration is limited to 35 students.**

To register, please complete and fax or e-mail the registration form below to the Schools of Banking at (402) 474-2148 or [schools@nebankers.org](mailto:schools@nebankers.org). **Registration deadline is July 23.** You may also access [www.schoolsofbanking.com](http://www.schoolsofbanking.com) and submit the **PDF fill-in application form.** Your bank will be invoiced for the applicable fee:

- \$900 Single Housing
- \$800 Double Housing
- \$750 No Housing

This fee includes registration, instruction, all classroom materials, two nights lodging (if applicable), breakfasts, lunches, breaks and a pizza dinner. Priority registration is given to members of sponsoring or partnering State Banking Associations.

**Nonmembers of their State Banking Association must pay an additional administrative fee of \$375 and are not guaranteed admission.**

*\*If a disability or other physical or medical condition might affect your participation, please enclose a brief letter to Schools of Banking regarding any special needs. You will be contacted to discuss accommodations.*



## CONTINUING EDUCATION

The *Advanced Trust Administration School* curriculum will be submitted for continuing education credit consideration for various professional designations including CTFA, CFP and CLE.



## FACULTY

**Holly Butson**  
Berwyn, Pennsylvania

**Thomas Gaughen**  
Omaha, Nebraska

**Sean Kelly**  
West Palm Beach, Florida

**KC Mathews**  
Kansas City, Missouri

**Richard McDougall**  
York, Nebraska

**Jeff Thorpe**  
Dodge City, Kansas

## REGISTRATION FORM

- Please register me for the *Advanced Trust Administration School*
- Single Housing - \$900     Double Housing - \$800     No Housing - \$750

For Office Use Only  
 PDF Ackn.

Name: \_\_\_\_\_ Last 4-Digits of Soc. Sec. #: \_\_\_\_\_

Bank/Company: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Bank/Company P.O. Box: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ E-mail: \_\_\_\_\_

*(all confirmations will be made via e-mail)*

**Mail your registration and fee to Schools of Banking at PO Box 80008, Lincoln, NE 68501-0008. Please call Schools of Banking at (402) 474-1555 with specific questions. Deadline is July 23.**

♦Fax: (402) 474-2148    ♦E-Mail: [schools@nebankers.org](mailto:schools@nebankers.org)    ♦Web: [www.schoolsofbanking.com](http://www.schoolsofbanking.com)



**Schools of Banking**

**NBA**



*Cosponsored by the Kansas and Nebraska Bankers Associations and the Iowa and Kansas Trust Associations. In partnership with the Colorado, Minnesota, Missouri, North Dakota, South Dakota and Wyoming Bankers Associations. This institution does not discriminate with regard to race, creed, color, sex, age, religion or national origin.*