



THE
SOUTHEASTERN
SCHOOL
of
BANKING I & II
ESTABLISHED IN 1939

Concurrent First- and Second-Year Sessions

July 16–21, 2023

Belmont University
Nashville, Tenn.

REGISTER NOW AT [TNBANKERS.ORG](https://tnbankers.org)



INVEST IN YOUR FUTURE.

Enroll today at TNBankers.org/the-southeastern-schools

The Southeastern School of BankingSM is an intensive, general banking school consisting of two one-week resident sessions over two years. The school's 70-hour, intermediate-level curriculum focuses on critical banking functions, their interrelationships, and determinants of profitability. Analytical skills and management techniques are developed, along with an understanding of the commercial bank's role in the changing financial services industry.

The school's rigorous admission criteria ensure that students will be able to keep pace with the level of instruction. TSSB's honor program recognizes students in the top 10 percent of the class and notifies their chief executive officers of their exemplary work. Each year students receive a comprehensive school manual which serves as a convenient reference after graduation when practical issues or questions arise.

Established in 1939 and celebrating its 84th year, *The Southeastern School of BankingSM* is a part of the highly respected group of Southeastern Schools sponsored by the Tennessee Bankers Association. The program's many graduates are a testament to the real-world benefits gained by attending and then using the information presented.

Invest in your future and your bank's success by enrolling in this year's session.



CURRICULUM

Developed in cooperation with the American Bankers Association, industry experts from throughout the country, and TSSB's board of trustees, the curriculum incorporates 70 hours of classroom instruction over a two-year period.

FIRST-YEAR SESSION COURSES

- Bank Financial Analysis
- Asset/Liability Management
- Investments
- Managing Liquidity and Capital Planning
- Macroeconomics and the Banking System
- Sales in Financial Services
- Lending
- Strategic Bank Marketing
- Human Resources Management
- ABA BankExec Simulation

SECOND-YEAR SESSION COURSES

- Bank Performance Analysis
- Management Strategies
- Asset/Liability Management II
- Ethics in Banking
- Credit Risk Management
- Technology, Payments, Fraud and Cybersecurity
- The Changing Banking Environment/Executive Panel
- Commercial Real Estate Lending
- Leadership Styles
- ABA BankExec Simulation
- Tennessee Banking Update

FACULTY

FIRST-YEAR

Team Administrator and Instructor:

- **Sherrie King**, Senior Vice President, Director of Loan Operations, RockPoint Bank, Chattanooga

Instructors:

- **Wes Farragut**, Senior Vice President/Commercial Lending, Citizens National Bank, Sevierville
- **Tracie Lomax**, Branch Manager, CB&S Bank Inc, Hohenwald

SECOND-YEAR

Team Administrator and Instructor:

- **Joe Waters**, Executive Vice President/Retail Area Leader, Builtwell Bank, Benton

Instructors:

- **Michael D. Griffith**, President/CEO, Security Federal Savings Bank of McMinnville, McMinnville
- **Sandy Wilson**, Vice President, Credit Policy Officer, FirstBank, Lexington

SCHOOL SIMULATION

Director of School Simulation:

- **Marvin L. Price**, Senior Vice President/Chief Financial Officer, Mountain Valley Bank, Dunlap

CONTACT INFORMATION



Monique White
Director of Education
mwhite@TNBankers.org



Ronnie Boling
Director of Schools
rboling@TNBankers.org

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BANK SIMULATION

As part of *TSSB's* curriculum, both first- and second-year students will participate in the ABA BankExec Management Game. This bank management model reflects current banking trends including capital adequacy, cost of funds, valuation of equity, fee income, and increased lending risk.

The Bank Simulation will focus on gaining a working knowledge of bank financial management techniques. It is designed for students with a limited understanding of financial statements and/or projection analysis. During the first year, the emphasis is less on total bottom-line performance of the simulation and more on understanding the impact of decisions. The simulation administrators will spend significant coaching time on concepts and cause and effect.

TUITION

The TBA offers a discounted tuition for early applicants. **To qualify for the discount, TBA must receive these applications no later than June 26, 2023.** After June 26, standard tuition applies.

Payment-in-full is required with the application. Discounted tuition deadline is June 26, 2023.

Applicants will be notified of acceptance into the school after the June 26 deadline. Applicants withdrawing after June 26 but before July 7 will be refunded all fees except a \$250 cancellation fee.

There is no refund, with the exception of documented extenuating circumstances, if an applicant withdraws after July 7 or fails to attend the school. Substitutions are welcome. Refund requests must be submitted in writing to the TBA.

TBA Members / Associate Members / Sponsoring State Association Members	Nonmembers	
Discounted Tuition with Housing	\$1,900	\$2,100
Discounted Tuition Deadline Is June 26, 2023.		
Standard Tuition with Housing	\$2,100	\$2,300

HOUSING

***TSSB* is a residential school, and all students are required to be housed at the Loews Vanderbilt Plaza, 2100 West End Ave, Nashville 37203.** Breakfast is available each morning beginning at 7 a.m. at Belmont University.

TBA will make all hotel reservations, and the hotel will only accept changes or modifications made through TBA. Students will stay in double rooms. Roommates are assigned by school administrators unless a preference is noted on the application.

Through June 26, single rooms are available for an additional \$800 fee. After June 26, the fee increases to \$850 and depends upon availability.



ADMISSION/PREREQUISITES

Potential candidates are career financial industry employees in higher-ranking staff or junior- to mid-management positions. Applicants to *The Southeastern School of Banking* need a working knowledge and understanding of basic banking terms, concepts, and processes. Applicants should have a college degree and two years' banking experience or a high school diploma and five years' banking experience. In addition, TSSB requires the completion of either AIB or college courses in *Principles of Banking, Money and Banking, and Accounting*. Applicants may substitute documented work experience or demonstrated knowledge for portions of the prerequisite course work. If such minimum requirements have not been met or a basic knowledge of banking is not indicated, a letter from either your nominating officer or CEO must accompany your application explaining why these requirements should be waived. Please note on the application if you have attended TBA's one-day workshop, *Introduction to Banking*.

Participation in TBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates.

This institution does not discriminate with regard to race, religion, gender, or age.

Delivery Method: Group-Live

Advance Preparation: Students must complete a pre-test and other assignments prior to the beginning of the school.

Program-Level: This is an intermediate-level program.

Special Needs: If you have a special need that may affect your participation in this program, or special dietary requests, please send TBA a statement regarding any special needs at least 10 days before the program. We will contact you to discuss accommodations.

SCHOLARSHIPS

The Graduate School of Banking at Louisiana State University will award a one-year scholarship to an outstanding graduate of *The Southeastern School of Banking*SM. The recipient must be employed by a Tennessee commercial bank or savings and loan association.

The Washington Conference Scholarship is awarded to one deserving graduate of TSSB. Instituted with the class of 2013, the scholarship covers transportation, two-nights' lodging, and meals included with TBA's 2024 *Washington Conference*. Students must apply for the scholarship, and the recipient is selected by the chairman of TBA's Government Relations Committee and the TBA general counsel.

INVEST IN YOUR FUTURE.

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CONTINUING EDUCATION CREDIT

Graduates qualify for 70 hours of Continuing Professional Education (CPE) credit in the area of Specialized Knowledge. For more information regarding administrative policies or complaints, please contact our offices at 615-244-4871.



This program has not been pre-approved for continuing education (CE) credit by ABA Professional Certifications. Attendees who require CE credits should go to <https://www.aba.com/Training/Certifications/Pages/CEProviders.aspx> for further instructions.

For additional continuing education credit information, call the TBA education department at 800-964-5525 or 615-244-4871.

GRADUATION REQUIREMENTS

TSSB I Final Exam.....	25%
TSSB II Final Exam	25%
Pre-School Stanford Bank Game Exam.....	10%
Passing Grade on Two Home Study Problems	20%
Completion of Two Bank Projects	10%
Faculty and Board Evaluation.....	10%

To graduate from TSSB, students must have a composite score of 70 or above based on the scoring system above. In addition, attendance at all TSSB classes is mandatory.

BOARD OF TRUSTEES

OFFICERS

Chairman: Jim Robinson, President/CEO, Heritage Bank & Trust, Columbia

Chairman-elect: Adam Robertson, President, Commercial Bank, Harrogate

First Vice Chairman: David Prince, President/CEO, INSOUTH Bank, Brownsville

DIRECTORS

Mark Kline, President/CEO, The First National Bank of Oneida, Oneida

Charlie Koon, VP/Director of Corporate and Military Business Development, F&M Bank, Clarksville

Andy Collins, Division President/COO, Security Bank and Trust Company, Paris

Mike Rouse, Chief Credit Officer, Millennium Bank, Chattanooga

Bryant Johnson, President/CEO, Union Bank, Jamestown

Andrea Browning, President/CEO, Centennial Bank, Trezevant

Steve Amos, President/CEO, First Peoples Bank of Tennessee, Jefferson City

Michael Griffith, Executive Vice President, Security Federal Savings Bank, McMinnville

Harbert Alexander, Jr., President, The Bank of Jackson, Jackson

PAST CHAIRMEN - EX-OFFICIO DIRECTORS

Philip Calahan, President/CEO, Peoples Bank & Trust Company, Manchester

Terry Eastwood, Executive Vice President, First Farmers and Commercial Bank, Pikeville

Jay England, President/CEO, Decatur County Bank, Decaturville

Application for Admission **THE SOUTHEASTERN SCHOOL OF BANKING I & II** SM

July 16–21, 2023 • Belmont University, Nashville

Select your year and attendance preference **First-Year Session** **Second-Year Session**

(Last four digits for tracking grades)

Name _____ Nickname _____ SS# _____

Title _____ Email _____ Date of Birth _____

Bank Name _____ Bank Phone _____

Bank Address _____ City _____ State _____ Zip _____

Housing - Tuition includes the cost of housing in double rooms at the Loews Vanderbilt Plaza Hotel, 2100 West End Ave, Nashville, TN 37203. If a student wants a single room, an additional fee of \$800 applies before June 26. After June 26, the fee increases to \$850 and depends upon availability. To request a specific roommate, write in his/her name. If you do not have a preference, write NO PREFERENCE, and the school will assign a roommate.

Double Single / No roommate: \$800 additional fee applies through June 26 / \$850 after June 26

Background information is helpful when assigning housing Smoker Nonsmoker / Male Female

Roommate preference: _____ (Roommate requests are accommodated when possible)

Education

Name of School	Year Graduated	Degree Received (if any)	Major
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High School/Prep _____

College _____

Graduate School/Banking School _____

Other Relevant Training

To satisfy admission requirements, you must indicate, in the area below, how you acquired a basic knowledge and understanding in the following subjects. If a basic knowledge is not indicated, your CEO or other authorized executive of your institution must submit a letter with this application explaining why these admission requirements should be waived. **Specify Courses or Educational Activities—One Box Must Be Checked.**

ACCOUNTING – Basic concepts including the accounting cycle, special journals and subsidiary ledgers, payroll records and procedures, reporting operating results, the accrual basis of accounting, partnership, and corporate accounting.

- ABA Training _____
- College Courses _____
- Other _____

PRINCIPLES OF BANKING – Basic concepts on the history, economic, and community environment of banking; documents and the language of banking; bank services; the deposit function; check processing and collection; bank bookkeeping; bank loans and investments; trust department services; and bank regulations and examination.

- ABA Training _____
- College Courses _____
- Other _____

MONEY AND BANKING – Basic economic principles, the economy—how it works, the Federal Reserve system, the business of banking, monetary policy and its impact on financial markets and banks, fiscal policy, and trends in banking.

- ABA Training _____
- College Courses _____
- Other _____

Tuition

TBA Members / Associate Members / Sponsoring State Association Members	Nonmembers
Discounted Tuition	\$1,900
Standard Tuition	\$2,100
	\$2,300

Discounted Tuition Deadline:
June 26, 2023

Payment-in-full is required with this application. Applicants will be notified of acceptance into the school after the June 26 discounted tuition deadline.

Any applicant withdrawing after June 26 but before July 7 will be refunded all fees except a \$250 cancellation fee. There is no refund, with the exception of extenuating circumstances, if a registrant withdraws after July 7 or fails to attend the school. Any requests must be submitted in writing to the TBA. Participation in TBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates.

Professional Information

Education Background

(Check Highest Level Achieved)

- 1 High School
- 2 Some College
- 3 Associate Degree
- 4 Bachelor Degree
- 5 Graduate Degree

Size of Bank (Assets)

(Check One Box Only)

- 1 Under \$50 million
- 2 \$50–\$100 million
- 3 \$101–\$500 million
- 4 \$501 million to \$1 billion
- 5 Over \$1 billion
- 6 Other

Total Years of Banking Experience

(Check One Box Only)

- 1 Less than 1 year
- 2 1–5 years
- 3 6–10 years
- 4 11–20 years
- 5 Over 20 years

FOR OFFICE USE ONLY

Date Received _____ Ck. No. _____
Acknowledged _____ Accepted _____

Mail application and payment to:

Tennessee Bankers Association

Attn: Monique White

PO Box 306377-6377

Nashville, TN 37230-6377

615-244-4871 • 800-964-5525

Scan credit cards with application and email to

mwhite@TNBankers.org



Register online at

www.TNBankers.org

This Application Requires Two Signatures

I have read the admission requirements and desire to enroll in the school. In applying for admission, I understand that I will be expected to attend all classes, to prepare assigned work, and to abide in all respects to the standards established by the school. I agree to the code of ethics set forth by the school. I authorize the school to release my completion status to the management of my institution upon written request from my CEO or nominating officer.

Applicant's Signature _____ Date _____

The bank has approved submission of this application. **The signature of the president, department head, personnel officer, or other executive authorized by the bank is required for the application to be complete.**

Nominating Officer's Name _____ Title _____

(Please type or print.)

Nominating Officer's Signature _____ Date _____

Payment-in-full is due with application

Tuition	\$ _____
Housing (if applicable)	\$ _____
Total Due	\$ _____

Please charge registration fee to: VISA MasterCard Check Ck# _____

Card # _____ Exp Date _____

Make checks payable to Tennessee Bankers Association.

Name as it appears on card (please print) _____

Card billing address _____ City _____ State _____ Zip _____

Signature _____