



Branch Manager BOOTCAMP

Virtual Webinar Series

Four-Part Next Generation Branch Manager Training

The Fall Series 2023 virtual bootcamp sessions happen once per month, September through December.

What does your branch have that alternative branch channels such as mobile banking don't? People to readily serve its customers!

As the number of branch transactions continues to fall, community financial institutions must reassess the branch manager role. They must invest in providing managers the right people, tools, client goals, and sales goals, then step back and watch the results become a dynamic source of profitability.

This exciting, four-part program series focuses on the next generation bank manager who will lead vital bank transformation, transitioning to client relationship management and creating an active advisory environment for the client to achieve financial goals.

The program centers around the critical skills and expectations that need to be developed to ensure next generation branch managers will exceed expectations and goals.

Participants will engage in discussions and small group activities to ensure that ideas are shared and learning is entertaining and adopted.

Bootcamp Details At-A-Glance

Participate in the full Bootcamp for **\$800** or attend an individual session for **\$250**. All sessions are three hours and run from **9:00 am to 12:00 pm pacific time**. Session topics include:

- Leading Service Excellence
- Enhancing Business Development
- Maintaining Superior Team Performance
- Managing a Successful Branch

Register Online Today

You are invited to sign up for our Fall Series virtual bootcamp sessions on our website. Please visit:

- [Calbankers.com/branch-manager-bootcamp](https://calbankers.com/branch-manager-bootcamp)

Meet The Presenter

Jennie Sobecki is the owner and CEO of Focused Results, a sales and marketing strategy, consulting, and training firm concentrating on results-driven process consulting and training experience in community banks and other financial institutions.



Jennie is a graduate of Indiana University and has a certificate in consulting services from Ball State University. Prior to joining Focused Results, Jennie was Director of Sales and Marketing for a \$3 billion bank holding company, Sales Manager for a high-performing mid-level Indianapolis bank, and Director of Corporate Training for a large Midwest insurance company.

For more information, contact Rosemary Storm at rstorm@calbankers.com or 916.438.4401 or visit [Calbankers.com/branch-manager-bootcamp](https://calbankers.com/branch-manager-bootcamp)



