

<p>Graphics</p>	 <p>The banner features a woman in a business suit writing in a notebook at a desk with a coffee cup. To the right, the text reads: "ABA Facilitated Online Training Courses" in large white font, followed by "High-quality, interactive, digital courses featuring group collaboration and a virtual instructor, with fixed start and end dates." in smaller white font. The ABA Training logo is in the bottom right corner, and a green "GET STARTED" button is at the bottom center.</p>
<p>Email Subject Line</p>	<p>Seven ABA Facilitated Online Courses Starting in March!</p>
<p>Body Text</p>	<p>Join an online course with group collaboration, instructor feedback and guidance, and fixed start and end dates. Facilitated online courses provide an opportunity to meet your learning goals with the benefit of a classroom, but in an online environment:</p> <ul style="list-style-type: none"> •Peer interaction in the learning community with the instructor and other students keeps you actively engaged and motivated •Experienced industry professionals provide frequent feedback and context to your learning •Convenient weekly schedule with no required meeting times means you decide when to work on course assignments <p>Bank Lines of Business March 6, 2023 – March 31, 2023 Member Price: \$215 (readings included)</p>

Bank Lines of Business is a comprehensive review of the products and services that banks offer customers—from deposit products to insurance and investments—and strategies for retaining and growing market share. This program deepens and broadens your bank employees understanding of how banks serve individual, small business and corporate customers' financial service needs.

<https://content.aba.com/Search/Default.aspx?Member=m&Query=Bank%20Lines%20Of%20Business&TP=calbankers>

Consumer Lending

March 6, 2023 – June 23, 2023

Member Price: \$500 (with text)

Ideal for those new to consumer lending, as well as current lenders who want to enhance their knowledge. The course covers forming a loan policy, generating applications, learning about the credit investigation, and understanding the evaluation of and decisions that go into every loan application.

<https://content.aba.com/Search/Default.aspx?Member=m&Query=Consumer%20Lending&TP=calbankers>

General Accounting

March 13, 2023 – June 30, 2023

Member Price: \$600 (with text)

Topics in analyzing source documents, recording business transactions in a journal and posting entries in a ledger. How to prepare a trial balance, gather adjustment data and complete a worksheet are covered, as well as how to prepare financial statements and post-closing entries.

<https://content.aba.com/Search/Default.aspx?Member=m&Query=General%20Accounting&TP=calbankers>

Introduction to Mortgage Lending

March 13, 2023 – May 19, 2023

Member Price: \$550 (readings included)

Explore key elements in the mortgage lending industry. Course topics include the major mortgage financing programs and guidelines, construction lending and land development financing, the impact of regulations on the mortgage process; property appraisals review and types of mortgage fraud.

<https://content.aba.com/Search/Default.aspx?Member=m&Query=Introduction%20To%20Mortgage%20Lending&TP=calbankers>

Legal Foundations in Banking

March 20, 2023 – May 26, 2023

Member Price: \$675 (with text)

	<p>Presents the underlying legal structure for conducting the business of banking. This course covers key legal requirements affecting banks and bankers, as well as core language that must be understood to be effective. It provides the critical legal knowledge that every banker should know. https://content.aba.com/Search/Default.aspx?Member=m&Query=Legal%20Foundations%20In%20Banking&TP=calbankers</p> <p>Managing the Bank's Investment Portfolio March 20, 2023 – April 21, 2023 Member Price: \$875 (with text) Fundamentals for understanding how a bank's investment portfolio is managed. Objectives and composition of investment portfolios, and common bank investments are covered, focusing on their risk and return profiles. Various investment strategies are described and the development of bank investment policies is discussed. https://content.aba.com/Search/Default.aspx?Member=m&Query=Managing%20The%20Bank's%20Investment%20Portfolio&TP=calbankers</p> <p>Marketing Management March 20, 2023 – April 14, 2023 Member Price: \$300 (readings included) A summary of the bank funding types, liquidity issues and management of capital. Learn what funding is used by banks; how liquidity needs may be addressed by storing liquidity on the balance sheet or by securing additional funding; and bank capital's purpose, regulatory requirements and the effect on profitability. https://content.aba.com/Search/Default.aspx?Member=m&Query=Marketing%20Management&TP=calbankers</p>
Supplement Text	<p>Facilitated online courses feature an online learning community with fellow students, instructor guidance and feedback.</p> <p>Programs are continually reevaluated and refined to meet current needs and changes in the industry.</p>
All Facilitated Link	<p>http://latp.aba.com/?tp=calbankers&course=facilitated</p>