



On Demand WiBinars



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To register for an on demand WiBinar, email WiBinars@wib.org and mention the webinar title along with its corresponding code.

Date	WiBinar Title	Speaker(s)	Code
1/9/2017	Branch Transformation: Where To Begin?	Brian Porter & Lili Cooper	W301701090
1/10/2017	Targeting & Acquiring More Profitable Customers	David Carlson	W301701100
1/17/2017	Community Banking: “State of the Union”	Nathan Stovall	W301701160
1/17/2017	Unraveling CECL Guidelines: Practical Approach To Adoption	Peter Cherpack	W301701170
1/17/2017	Negotiating Major Contracts	Aaron Silva	W301701171
1/18/2017	Attracting, Rewarding, and Retaining Top Talent	Ken Jackson	W301701181
1/19/2017	2018 Accounting Update	Derek Criswell & Shannon Avrett	W301701191
1/19/2017	Employment Rules and Regulations for 2018	Sandra Dickerson	W301701190
1/23/2017	Construction Lending Fundamentals	Bob Dyck	W311701231
1/24/2017	Creating a Winning Sales Culture	Zaid Akhter	W301701240
1/25/2017	The Gentle Art of Password Management	David Trepp	W301701250
1/26/2017	Understanding SOC Reporting	Heath Stanley	W301701261
1/26/2017	Payments at the Speed of Light	John Curtis	W301701260
1/26/2017	Keys to an Effective Enterprise Risk Management	L. Randy Marsicano	W301701262
1/26/2017 – 3/7/2017	ERM: Effectiveness, Governance & Strategy (series)	Marsicano, Coveney, & Cohn	B317060010
1/30/2017	Compliance Concerns for Directors	Edward Schreiber	W301701301
1/30/2017	Banking on Millennials: Balancing Security & Convenience	Daniel Brody	W301701300
1/31/2017	Beat Competition With Planned Marketing Campaigns	Karan Bhalla	W301701310
2/1/2017	Negotiation Skills for the Banker	David Osburn	W301702010
2/2/2017	Bank Balance Sheet Hedging Techniques	Alec Hollis & Robert Perry	W301702020

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Date	WiBinar Title	Speaker(s)	Code
2/6/2017	The 5 C's of Credit	Dev Strischek	W301701311
2/7/2017	Design Thinking for Bank Executives	Tery Spataro	W301702070
2/7/2017	Asset Liability Management in the Current Rate Environment	Cliff Leiker	W301702071
2/8/2017	Creating Accountability in an Era of Entitlement	Eric Swenson	W301702081
2/8/2017	Cybercrime Odyssey: A Case Study in Security Breaches	Chad Nordstrom	W317100010
2/8/2017	How to Develop a Strong Credit Culture	Dev Strischek	W317010010
2/9/2017	Building an ADA Compliant Website	Will Rodgers	W317050010
2/9/2017	Information Governance for Bank Compliance Officers	Dan Huston	W317040010
2/13/2017	Universal Banker: SWARM Banking & Branch Transformation	Lindsay Green	W301702131
2/13/2017	Public Relations & Reputation Management	Casey Boggs	W301702130
2/13/2017	The Information Security Compliance Machine	Jason Smolanoff	W301702130
2/13 – 22/2017	Universal Banker Online Certification Series	Lindsay Green & Holly Garza	S317090010
2/14/2017	Universal Banker: Recruiting, Hiring, & Training	Lindsay Green & Holly Garza	W301702140
2/14/2017	Responsible and Profitable Banking of MRB & MSB Clients	Andre Herrera & John Vardaman	W301702141
2/15/2017	Aligning ERM Governance with Risk Appetite Statements	Drew Coveney	W301706020
2/16/2017	Universal Banker: Products & Marketing	Lindsay Green & Holly Garza	W301702160
2/21/2017	Universal Banker: Processes	Lindsay Green & Holly Garza	W301702210
2/21/2017	PCI Credit Card Security: What Banks Need to Know	Randy Romes	W301701121
2/22/2017	Re-Engineering Performance Management & Compensation	Gayle Appelbaum & Noma Bruton	W301701110
2/22/2017	Universal Banker: Technology & Physical Spaces	Lindsay Green & Holly Garza	W301702220
2/22/2017	Emerging Risks for Deposits & Epayments	Barkley Clark	W301706010
2/23/2017	HMDA: Updated Rules & Regulations	Laura Varner	W301702230

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Date	WiBinar Title	Speaker(s)	Code
2/23/2017	Thwarting Outside Threats	Greg Litster	W317070010
2/23/2017	HSA Fundamentals	Michael Glover	W317120010
2/24/2017	CFPB: What to Expect in 2018	Zane Gilmer	W301704010
2/28/2017	Fair Lending: "Intent" is Not the Pivotal Factor	Lisa Zigo	W301702280
2/28/2017	Economic Update: A Tale of Two Cycles	Jay Morelock	W317040020
3/1/2017	Ratios & Covenants: What, Why, & When?	Dev Strischek	W317010020
3/2/2017	Unraveling Regulatory Reform Implications	Oliver Ireland & Peter Green	W317050050
3/6/2017	Website ADA Compliance: Legal Problem or Legal Extortion?	Cliston V. "Doc" Bodine	W317050040
3/6/2017	Vendor Management Best Practices & Efficiencies	Jon West	W317070020
3/7/2017	Secrets to Employee Engagement	Marc Daniels	W301703070
3/7/2017	Aligning the Strategic Plan with ERM Programs	Mike Cohn	W301706030
3/9/2017	Blockchain & Shared Ledger Regulatory Update	Robert Schwentker & Veronica McGregor	W317080010
3/14/2017	Improving the Branch Experience	Rachael Houghton	W317090010
3/14/2017	Identifying Recent Changes in Preparing Call Reports	Paul Sanchez	W317040030
3/14 – 15/2017	Financial Statement Analysis for Lenders Series	Chris Province	T317010010
3/15/2017	Basics of ACH & Wires	Jim Petkovits & Brian Stearns	W317080020
3/16/2017	Overhauling Your Compliance Risk Assessment	Dan Huston	W317050030
3/20/2017	CECL: Practical Implementation Approach for Community Banks	David Heneke	W317040050
3/21/2017	Designing Your Bank's Risk Appetite Statement	William Hord	W317100020
3/21/2017	Basics of Checks & Cards	John Curtis & Angie Smith	W317080030
3/22/2017	Third-Party Security and Related Privacy Risk	Russ Horn	W317100040
4/4/2017	The New Reality: Millennials, Management, and Flexibility	Eric Swenson	W301703071

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Date	WiBinar Title	Speaker(s)	Code
4/4/2017	GAAP Financial Statement Issues for Banks	Paul Sanchez	W317040060
4/4/2017	401k Plan of Future	Ken Jackson	W317120020
4/5/2017	BSA Baseline Compliance	Angela Lucas	W317050060
4/5/2017	Understanding Behavior, Strengths, & Other Team Assessments	Jenny Ketchepaw	W317120030
4/5/2017	Designing a Comprehensive Interest Rate Risk Program	Brian Heim	W317040040
4/6/2017	Cybersecurity Monitoring & Security Incident Response	Dave Cossa & Autumn Hurley	W317100050
4/10 – 11/2017	UCA Cash Flow Series	Michael Jarrells	T317010050
4/11/2017	Understanding Your Commercial Borrower & Their Business	Dev Strischek	W317010070
4/12/2017	Creating a Culture of Excellence	Sandra Dickerson	W31712040
4/17/2017	Minimizing Personal Liability as a Director	David Baris	W317030050
4/17/2017	Directors' Role in Credit Risk Management	Dev Strischek	W317010080
4/19/2017	Using Digital Marketing To Grow Accounts	Adriaan van Zyl, Jer Wood, & Kyle Kolsky	W317060020
4/19 – 20/2017	Tax Analysis Series	Chris Province	T317010020
4/24/2017	The Military Lending Act	Dan Huston	W317050070
4/26/2017	Global Cash Flow	Chris Province	W317010050
4/27/2017	Introduction to IRAs	Michael Glover	W317090020
4/27/2017	Strategies to Win the War	Sean Payant	W317060010
5/2/2017	Lending To Professionals in Medical, Legal, & Accounting	David Osburn	W317010090
5/3/2017	Strategic Planning for M&A	Philip Smith	W317030060
5/4/2017	Corporate Governance: Overall Guide	Cathy Ghiglieri	W317100060
5/8/2017	Building a Risk Management Program for Cybersecurity	Augustine Doe, Tim Riley, Jennifer Rathburn, Paul Caiazzo, & Michael Overly	W317110020
5/9/2017	Innovation & Entrepreneurial Thinking	Joe Sullivan	W317100070

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Date	WiBinar Title	Speaker(s)	Code
5/9 – 10/2017	Secondary Repayment Sources Series	Dev Strischek	T317010030
5/10/2017	Effectively Utilizing Data Analytics	Joshua Juergensen	W317110030
5/11/2017	Strategic Key Risk Indicators (KRI) for Effective ERM	William Hord	W317100030
5/11/2017	The Latest & Greatest in Cybersecurity	Craig Sanders	W317110010
5/15/2017	FinTech? What? How? Who Cares?	Bob Monroe	W301702150
5/15/2017	The Ever-Changing Fraud Landscape	John Winstel	W317100090
5/16/2017	Commercial Loan Structuring	Bob Dyck	W317010060
5/16/2017	Case Studies Overview: UDAAP	Laura Varner	W317050090
5/16/2017	Facilitated Learning Techniques & Tips	Jenny Ketchepaw	W317120040
5/17/2017	Lending to Small Businesses	Dev Strischek	W317010100
5/19/2017	Latest Exam Findings, Trends, & Warnings	Kevin Watson	W317070040
5/23/2017	BASEL III: How Much Capital Do I Need?	Shawn O'Brien	W317040070
5/25/2017	An Unclaimed Property Compliance Checkup	Mike Ryan & Brian Permenter	W317050100
5/25/2017	Managing Consumer Complaints	Dan Huston	W317010110
6/5/2017	Keys to an Effective Information Governance Program	Dan Huston	W317050110
6/5/2017	Generational Compensation: Bridging the Recruitment Gap	Eric Johnsen	W317030100
6/6/2017	Preparing for Your Next IT Exam	Russ Horn	W317110080
6/7/2017	Account Titling, Ownership, & Signatories	Deborah Crawford	W317090030
6/7/2017	Managing the Construction Lending Process	Dev Strischek	W317010110
6/7/2017	Managing Cultural Shake-Up from M&A	Ernie Panasci	W317030070
6/8/2017	Elder Financial Exploitation: How To Stop the Crime	Laurel Sykes	W317090110
6/8/2017	Retail Bankers Compensation	Gayle Appelbaum & Kate Noble	W317090040

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Date	WiBinar Title	Speaker(s)	Code
6/13/2017	Determining When To Term Out a Line of Credit	Dev Strischek	W317010130
6/13/2017	To Flip or Not to Flip...the Classroom	Shari Hanlon	W317120050
6/14/2017	Lessons in Leadership	Eric Swenson	W317030040
6/14/2017	Conversions & Project Management: Staying Sane & Efficient	Terrie Cloud	W317070120
6/14/2017	Social Engineering Update	Jerrod Pickering	W301703290
6/15/2017	Beneficial Ownership: Mastering Compliance Before May 2018	Angela Lucas	W317050080
6/15/2017	EEOC Reporting for Your Bank	Sandra Dickerson	W317120080
6/20/2017	Becoming a Trusted Advisor for Your Business Customers	Mike Milan	W317040080
6/21/2017	From SSAE 16 To SSAE 18: Changes To SOC 1 Reports	Linnea Solem	W317050120
6/21/2017	Understanding SBA Loans & Eligibility	Greg Strong	W317010220
6/21/2017	Executive Protection: Safe Travels	Jim Chiacchia, Joe Scully, & Reginald King	W317030110
6/27/2017	7 Secrets of Consistently High-Performing Community Banks	Jeff Morris	W317030080
6/28/2017	Fraud Identification & Prevention	Ryan Merryman	W317100100
6/28/2017	Spring Cleaning: Governance, Compliance, & Risk Management	Dennis Gustafson & Patrick Tracey	W317050140
6/29/2017	Incident Response: Prepare, Mitigate, & Respond To a Breach	Terrie Cloud	W317100080
6/29/2017	Managing Risk in Your Mortgage Loan Portfolio	Jason Haley & Alec Hollis	W317010240
7/5/2017	IT Exam Confidential: Five Hot Topics	Steve Sanders	W317110040
7/5/2017	What Threats Are Hiding in Your Network?	Alex Hernandez	W317110070
7/6/2017	Properly Managing ALLL	Merrill Reynolds	W317010190
7/6/2017	Board Evaluations and Assessments: A Necessary Evil	Philip Smith	W317030090
7/10 – 18/2017	Universal Banker Online Certification Series	Lindsay Green & Holly Garza	S317090020
7/10/2017	Universal Banker: SWARM Banking & Branch Transformation	Holly Garza	W317090060

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Date	WiBinar Title	Speaker(s)	Code
7/11/2017	How to Craft an Effective Loan Write-Up	David Osburn	W317010150
7/11/2017	Universal Banker: Recruiting, Hiring, & Training	Lindsay Green	W317090070
7/12/2017	Cyber Currency & Bitcoin: What To Know	Robert Schwentker	W317080040
7/12/2017	Universal Banker: Products & Marketing	Lindsay Green & Holly Garza	W317090080
7/13/2017	The Basics of Commercial Lending	Bob Dyck	W317010200
7/13/2017	Build Your Team's Bench Strength	Andy Keusal	W317120060
7/17/2017	Universal Banker: Processes	Lindsay Green & Holly Garza	W317090090
7/18/2017	Universal Banker: Technology & Physical Spaces	Lindsay Green & Holly Garza	W317090100
7/19/2017	Understanding Your Funding Sources	Jim Lutter & Todd Terrazas	W317040230
7/20/2017	Regulation E Error Disputes	Laura Varner	W317080100
7/20/2017	Powerful & Practical Techniques To Manage CRE Concentrations	Adam Mustafa	W317010170
7/24/2017	The Five Behaviors of a Cohesive Team	Greg Ballard	W317120110
7/25/2017	Utilizing Cash Flow Projections	Dev Strischek	W317010120
7/25/2017	Secured Lending Documentation and Bankruptcy	Barkley Clark	W317010180
7/26/2017	The Art of Feedback	Denise Blanc	W317120090
7/26 – 27/2017	Balance Sheet Management Series	Alec Hollis & Robert Perry	T317040010
7/27/2017	TRID: Where Are We Now?	Lisa Zigo	W317050150
7/31/2017	Tales From the Dark Side: How To Steal a Billion Dollars	Randy Romes	W317110090
8/1/2017	What is My Bank Worth?	Philip Smith	W317030030
8/2/2017	Reputation Audit: Where Are Banks Vulnerable?	Casey Boggs	W317060040
8/2/2017	Why EBITDA Doesn't Spell Cash Flow	Dev Strischek	W317010011
8/3/2017	Integrating Marketing Sales & Service	Mary Coleman	W317060080

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8/3/2017	Garnishments, Subpoenas, Summonses, & Levies	Timothy Kelley	W317100110
8/7/2017	Managing Risk with Third-Party Vendors	Dan Huston	W317050200
8/8/2017	Diversifying By Building a Public Sector Portfolio	Lance Holman	W317010270
8/9/2017	Creating a Timeline for HMDA Implementation	Leonard Ryan	W317050210
8/9/2017	Achieving Card Portfolio Growth	Tim Nargassans	W317090150
8/10/2017	Future of Financial Services	Jon Ogden	W317090170
8/10/2017	Implementing a Comprehensive Strategic Plan	Terrie Cloud	W317110050
8/15/2017	Introduction To Capital Allocation	Travis Goodman	W317040140
8/16/2017	Innovations in Multi-Channel Delivery	Roger Amador	W317070130
8/16/2017	The Profitable Side of Risk Management	Alec Hollis & Robert Perry	W317040150
8/17/2017	Managing Legacy Core Data	Martin Webster	W317070060
8/17/2017	What Are the True Benefits of a Bank Holding Company?	Philip Smith	W317030160
8/17/2017	Avoiding Lender Liability	Robert Kaplan & Joseph Demko	W317010260
8/22/2017	Capital Planning & Stress Testing	Brandon Pelletier	W317040160
8/22/2017	The Latest & Greatest in Accounting	Rebecca Radell & Chris Hughes	W317040180
8/23/2017	Seven Keys to Effective Succession Planning	Greyson Tuck	W317030120
8/23/2017	Digital Transformation Strategies and Best Practices	Jay Jenkins	W317090160
8/24/2017	How To Negotiate Bulletproof Vendor Contracts	Aaron Silva & Michael Berman	W317050220
8/25/2017	Leveraging the Tools in Your Digital Marketing Toolbox	David Carlson	W317060110
8/28/2017	SAR & CTRs: Best Practices & Trends	Dan Huston	W317050170
8/29/2017	Director Compensation Best Practices	Michael Blanchard & Matt Brei	W317030140
8/31/2017	Identity Theft Red Flags	Kevin Tsuei	W317100120

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9/5/2017	Strategies To Remain Independent	Brandon Pelletier	W317030130
9/5/2017	Top 10 Security Improvements: Avoid a Cyber Attack	Loras Even	W317100130
9/6/2017	Debit Card Chargebacks: Rules, Challenges, & Best Practices	Diana Kern	W317080150
9/7/2017	Winning Marketing Strategies for Community Banks	Ric Carey	W317060030
9/7/2017	Core Conversion Best Practices & Pitfalls	Terrie Cloud	W317070050
9/12/2017	Fair Credit Reporting Act in Review	Angela Lucas	W317050160
9/12/2017	Identifying Recent Changes in Preparing Call Reports	Paul Sanchez	W317040110
9/13/2017	Advanced Lending Techniques Through Loan Hedging	Rick Ruso	W317040190
9/13/2017	Cloud Computing: Lessons Learned	John Moeller	W317110110
9/14/2017	Dealing With Competition From Non-Banks	Don Pelgrim	W317060120
9/14/2017	Becoming a Top Sales Performer	Michael Peterson	W317060130
9/14/2017	Retail Banking Strategies	David Furnace	W317090140
9/18/2017	Understanding Compliance in Commercial Lending	Dan Huston	W317050180
9/20/2017	Commercial Loan Guarantees & Disputes	Perry Glantz	W317010250
9/26/2017	Predicting Portfolio Credit Performance	Dev Strischek	W317010300
9/26/2017	ALCO & The Challenges of the New Rate Cycle	Frank Farone	W317040090
9/26/2017	Exploring Changes in the Risk Universe	Drew Coveney	W317100150
9/27/2017	Sustaining Energy & Focus At Work	Megan Leatherman	W317120120
9/27/2017	Navigating Vendor Contract Negotiations	Sherry Jessen	W317040130
9/28/2017	Strengthening the Bank's Brand	Colby Schlicker	W317070080
9/28/2017	Retail Banking Trends	Joe Sullivan	W317090180
9/29/2017	Banking on BOLI: Strategies & Best Practices	Ean Estep & Larry Rowley	W317030200

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10/2/2017	How To Detect a Problem Loan	Michael Jarrells	W317010320
10/4/2017	Recognizing Toxic Culture & Creating Change	Jim Perry	W317120130
10/5/2017	Board Oversight & Emerging Issues	Angela Lucas	W317030170
10/10/2017	Essential Principles of Accounting for FIs	Brendan Houlihan, Jessica McCloskey, Melissa Paes	W317040200
10/11/2017	Building Stronger Customer Relationships	Sean Payant	W317060070
10/11/2017	CFPB Enforcement Actions: Trends & Predictions	Zane Gilmer	W317050240
10/12/2017	Funding in Today's Environment	Jim Lutter, Todd Terrazas	W317040100
10/12/2017	M&A Strategies for Capital Enhancement	Brandon Pelletier	W317040170
10/13/2017	Banking Money Service Businesses	Andre Herrera & John Vardaman	W317050270
10/17/2017	GAAP Financial Statement Analysis for Banks	Paul Sanchez	W317040120
10/17/2017	Basics of Commercial Real Estate Lending	David Osburn	W317010160
10/18/2017	The Current BSA/AML Regulatory Environment	Angie Fletcher & Adam Maier	W317050250
10/18/2017	6 Critical Answers Directors Should Know about Cybersecurity	Keith Monson	W317030150
10/18/2017	Information Security: What to Know beyond Cybersecurity	Kim Chatani	W317100170
10/19/2017	Underwriting SBA Loans	Greg Strong	W317010230
10/19/2017	HR Leads the Change: Mental Health in the Workplace	Noma Bruton & Scott Ripley	W317120100
10/19/2017	Creating a Progressive Bank Sales Culture	Zaid Akhter	W317060090
10/23/2017	The Importance & Fundamentals of CRA	Dan Huston	W317050190
10/24/2017	CRE Multifamily Lending	Bob Dyck	W317010210
10/25/2017	Ransomware & Advanced Persistent Threats	Justin Hectus	W317110140
10/25/2017	SBA 7a Securities	Craig Cline, Ben Clark	W317040220
10/26/2017	Effectively Identify, Report, & Monitor Suspicious Activity	Laura Varner	W317090050

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10/30/2017	Digital Experience for Commercial Banking Customers	Coy Joyner	W317110150
10/31/2017	6 Critical Steps to Stress Testing	Shawn O'Brien	W317010310
10/31/2017	Identity Theft Management	Jon West	W317070070
11/2/2017	Increasing Customer Utilization of Your Bank's Technology	Brett Walburn	W317110100
11/2/2017	Banking & the Amazon Prime Effect	David DeFazio	W317060100
11/8/2017	Customer Analytics in Retail Banking	Bryan Easley	W317090130
11/9/2017	TRID Compliance for Construction Loans	Melinda Williams	W317050260
11/13/2017	How to Review Construction Project Documents	Keith Schlemlein	W317010350
11/14/2017	Year-End Tax Planning	Kristine Hoeflin & Amy Jessup	W317040210
11/14/2017	Body Language Confidential	Traci Brown	W317060230
11/15/2017	Risk Governance & Keeping Your RACI Updated	Randy Marsicano	W317100140
11/15/2017	Standby Letters of Credit	Dev Strischek	W317010340
11/15/2017	Effective Methods for Performing ACH, Wire, & RDC Audits	Kevin Tsuei	W317070100
11/29/2017	Training Across Generations	Jenny Ketchepaw	W317120150
11/29/2017	Attracting Millennial Customers and Employees	Jim Mathis	W317120140
11/30/2017	CECL Methodologies	Lauren Smith and Nabil Qureshi	W317040250
11/30/2017	Introduction to IRAs	Debbie Shipman	W317090200
12/1/2017	The Future of Banking	Mick Oppy	W317040260
12/4/2017	Problem Asset Management Fundamentals	Michael Jarrells	W317010140
12/6/2017	Debit & Credit Card Security: EMV	Michael Peterson	W317080090
12/6/2017	Lever Up: Using M&A to Improve Your Brand	Kedran Whitten	W317060050
12/6/2017	Using the Analytical Procedures (APs) Tool	Paul Sanchez	W317040240

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12/7/2017	Cybersecurity from a BSA Perspective	John Moeller	W317110120
12/13/2017	Regulatory Hot Topics for 2018	Adam Maier	W317050300
12/13/2017	How to Assess a Bank's Asset Liability System	Thom Back	W317040270
12/14/2017	Evaluating Mobile & Online Vendor Options	Terrie Cloud	W317110060
12/14/2017	IRA Contributions	Paul Cullen	W317090210
12/18/2017	Evaluating Bank Financial Statements	Bryan Hatfield	W317010330
12/20/2017	IRA Distributions	Stacy Torkelson	W317090220
12/20/2017	Hospitality Lending: Financing the Limited Service Hotel	Tesula Stewart	W317010360