

GRADUATE SCHOOL OF BANK INVESTMENTS AND FINANCIAL MANAGEMENT

America's Premier Financial Program for Community Bankers

May 19-23, 2012



UNIVERSITY OF
SOUTH CAROLINA
Darla Moore School of Business

FACULTY LEADERS

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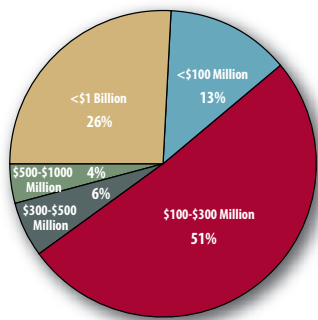
*The University of South Carolina
is an equal opportunity institution.*

DAILY SCHEDULE FOR GRADUATE SCHOOL OF BANK INVESTMENTS AND FINANCIAL MANAGEMENT*

Sat., May 19	12:00 - 1:00 1:00 - 2:00 2:00 - 3:00 3:15 - 4:45 4:45 - 5:45 6:00 - 7:15	Registration Bond Mathematics and Key Concepts Introduction to Bloomberg: Uses & Abuses ELECTIVES: Investment Instruments I or Bloomberg Analytics I Orientation and Reception/Dinner Introduction to BANKdynamics
Sun., May 20	8:00 - 9:15 9:30 - 10:45 11:00 - 12:15 12:15 - 1:15 1:15 - 2:45 3:00 - 4:30 4:45 - 6:15	BANKdynamics I ELECTIVES: Investment Instruments II or Bloomberg Analytics II ELECTIVES: Investment Instruments III or Bloomberg Analytics III Lunch Effective Portfolio Management Asset & Liability Management I Asset & Liability Management II
Mon., May 21	8:00 - 9:15 9:30 - 10:45 11:00 - 12:15 12:15 - 1:15 1:15 - 2:45 3:00 - 4:30 4:45 - 6:15	BANKdynamics II Strategies to Find Earning Assets & Generate Fee Income Asset & Liability Management III Lunch ELECTIVES: Working with the Regulators or Managing Liabilities Asset & Liability Management IV Pre-Purchase Analysis
Tue., May 22	8:00 - 9:15 9:30 - 10:45 11:00 - 12:15 12:15 - 1:15 1:15 - 2:45 3:00 - 4:30 4:45 - 6:15	Portfolio Analysis Current Accounting, Tax & Compliance Issues BANKdynamics III Lunch Liquidity Management & Funding the Balance Sheet Swaps, Caps, Floors & Collars Panel: How to Best Position the Bank in this Economy
Wed., May 23	7:00 - 8:00 8:00 - 9:15 9:30 - 10:45 11:00 - 12:15 12:15	Breakfast Enterprise Risk Management & Strategic Planning Contingency Funding Plans & Strategic Opportunities Stress Testing Your Bank Conference Ends

*Tentative





Size of banks represented at 2011 GBIFM (assets)

“I always find it tough to quantify the ROI when it comes to training courses and seminars. My feeling going into the GBIFM was no different, I was skeptical that I would learn enough to justify the fee. After attending the classes I can honestly say I felt it was money well invested even if no tangible return could be measured. I was recently pitched a Muni bond that fit into our investment strategy and the broker claimed the price was cheap to the market. I did some research based on what I learned and found that the broker had a 1.5 point mark-up in the bond. I pointed out the mark-up to the broker who in turn narrowed the ‘bid-ask’ spread 12/32 to secure the trade. We saved \$1,616 on a \$400,000 trade because I took what I learned and applied it in a live trade.”

Gavin Mohr
Tower Bank & Trust

THE UNIVERSITY OF SOUTH CAROLINA IS PLEASED TO HOST THE 36TH GRADUATE SCHOOL OF BANK INVESTMENTS & FINANCIAL MANAGEMENT.

The School’s mission is to provide a hands-on educational experience and to deliver product knowledge, quantitative skills, and market experience in the dynamic fields of investment portfolio, asset/liability, and financial management.



SPECIAL FEATURES

Participants will analyze specific investment products, interest rate risk models, liquidity management, capital strategies, and the search for earning assets. An introductory session addresses how brokers use and abuse Bloomberg in their contact with investors. Other sessions emphasize practical applications and case studies including the interpretation and use of information.

Given the difficulties that many community banks face regarding concentrated loan portfolios and limited access to external capital, several classes will focus on strategic planning, enterprise risk management, stress testing to improve risk management practices, and capital raising alternatives. The emphasis is on using information to make strategic decisions.

OBJECTIVES

Classes start with the fundamentals of valuation and securities pricing. Classes then develop specific investment portfolio management expertise, comprehensive investment product knowledge, and an overview of asset and liability management. Other classes address balance sheet and financial management issues faced by community banks, including funding alternatives, pricing deposits, strategic planning, and performance measurement.

Core classes emphasize comprehensive asset/liability and general risk management techniques. Students will operate a bank as part of a team in a competitive simulation (BANKdynamics™) that emphasizes ALM. Participants should gain a clear understanding of mortgage-backed securities, callable agencies, municipal bonds, the optionality in investments and funding, and interest rate risk analytics. Topics include liquidity management, capital management strategies, option valuation and OAS analysis, on- and off-balance sheet strategies, and timely insight into investment portfolio opportunities. Other classes will analyze current tax and accounting issues, strategies to find earning assets and generate fee income, and the effective use of derivatives of community banks.

WE HAVE COMBINED TWO PROGRAMS INTO ONE DYNAMIC SEMINAR.

If you attended Program I in the past, we offer electives in the new program that are similar to classes offered in Program II in previous years. We hope you will come back for this informative combined program.

BOND MATHEMATICS*

- Basics of bond pricing
- Basics of total return
- Basics of duration, convexity, and other price volatility measures
- Basics of option-adjusted spread
- Basics of value-at-risk

INVESTMENT INSTRUMENTS*

- Money market products
- Treasury securities
- Basic mortgage securities & adjustable rate MBSs
- Collateralized mortgage obligations (CMOs)
- Agency securities: callable vs. noncallable
- Municipal bonds and notes
- Exercises: Understanding the risk/return features of different securities

CASE STUDIES

- Constructing an investment portfolio
- Funding the bank & contingency funding plans
- Deposit strategies
- Fee income alternatives

PORTFOLIO ANALYSIS*

- Regulatory issues
- Using yield curve and duration analysis
- Performance measurement: yield vs. total return
- Sector analysis
- Mix and maturity of the portfolio
- How forward rates influence portfolio decisions
- Bond swaps
- Dealer relationships
- Stress testing the portfolio
- Strategies for community banks

EFFECTIVE PORTFOLIO MANAGEMENT

- Performance measurement
- Stress test methodology
- Scenario analysis
- Holding period analysis
- Portfolio strategies
- Current Tax and Accounting Issues

ASSET AND LIABILITY MANAGEMENT*

- Strategies to maximize earnings
- Identifying and managing risks
- GAP and earnings sensitivity analysis
- Duration and the sensitivity of economic value of equity
- Role of investments in managing profitability vs. risk
- Impact of regulations
- Critique of different ALM models
- Capital Planning
- Board reporting

LIQUIDITY ANALYSIS

- Brokered CDs & rate boards
- Use of Federal Home Loan Bank advances
- Estimating the bank's cost of funds
- Pricing core deposits
- CDARs & IDC deposits
- Identifying liquidity needs and sources
- What is a core deposit?
- Pricing, elasticity, and the cost of deposits
- Wholesale funding
- Leverage strategies
- Contingency funding plans

INTEREST RATE SWAPS, CAPS & FLOORS

- Fundamentals of basic off-balance sheet products
- Interest rate scenario evaluation
- Counterparty risk
- Regulatory and capital considerations
- Applications: hedging and synthetic balance sheet positions

BLOOMBERG ANALYSIS*

- Role of portfolio management in policy & regulatory issues
- Advanced investment vehicles: Collateralized loan obligations (CLOs) Securitized assets (MBSs, CMOs, ABSs) Whole loan mortgages Major agency ARM programs
- Effective discount margins with floating rate instruments
- Total return management, strengths and weaknesses
- Why price off LIBOR?
- Comparison of index performance
- Review of participants' investment portfolios

ENTERPRISE RISK MANAGEMENT & STRESS TESTING

- Conducting a CAMELS self-assessment on your institution
- Identifying Potential Stressors
- Modeling a Stressed Balance Sheet
- Strategic Implications
- How to Respond to Regulatory Directives

* Core courses: These courses have sessions that build from the basics to more complex topics.

REGISTRATION FORM

I am eligible to attend this course at the cost of:

- \$2,795 per participant
 \$2,595 per participant (two or more registrants from same institution)
 \$2,595 per participant (if registered and paid before March 2, 2012)

Mr. Ms.

Your Name (First) (Middle Initial) (Last)

Title/Position Years in this Position

Company Name / Cert #

Company Asset Size (\$ Millions) E-mail Address (Required)

Business Address (Street or PO Box)

City State Zip Code

Business phone Fax




Billing Address

PO Box (if applicable)

City State Zip Code

Phone Fax

Preferred method of payment

- Check enclosed (payable to USC Business Partnership Foundation)
 Invoice
 Purchase order or other authorization enclosed
 Credit Card**   

Credit card number** Expiration date

Signature (credit card registrants only)

REGISTRATION INFORMATION/ CANCELLATION POLICY

Location

The seminar will be conducted at the Daniel-Mickel Center for Executive Education in The Darla Moore School of Business, on the campus of the University of South Carolina, Columbia, SC.

Accommodations

Hotel reservations, fees, and transportation are the responsibility of each participant. We recommend the Inn at USC - \$112.00 (803.779.7779 or www.innatusc.com). Other discounted room rates have been reserved at The Clarion Town House - \$89.00 (800.277.8711). Rates are for reservations made before April 12, 2012. When making reservations at any of the above hotels, you must request the Graduate Banking School discount rate.

Program Fee

The fee is \$2,795 per person. A discount fee of \$2,595 per participant is given to organizations sending two or more people. A special rate of \$2,595 is offered for registrations and payment made before March 2, 2012.

Please note the full fee is payable in advance or, in lieu of advance payment, a purchase order or similar authorization may be submitted at the time of registration. Make checks payable to the "USC Business Partnership Foundation."

The fee includes a comprehensive package of materials, continental breakfast, lunch, dinner (2 nights), and refreshments.

Cancellations

All notification of withdrawals and substitutions must be confirmed in writing. Substitutions may be made at any time. Written notification of withdrawal or transfer must be received in the Daniel-Mickel Center for Executive Education office by April 30th. All withdrawals made after April 30th are subject to the loss of one-half the program fee. If a registered participant does not attend the program and has not withdrawn or made a submission, the full program fee will be assessed.

Curriculum Details

Please contact the Program Director, Dr. Tim Koch, at 803.777.6748 or by e-mail at tkoch@moore.sc.edu.

**FOUR VERY
SIMPLE WAYS
TO REGISTER**

ON-LINE: www.learnmoore.com

FAX: Complete and fax your registration form to 1.803.777.4447

PHONE: 1.800.393.2362

MAIL: Darla Moore School of Business, Daniel-Mickel Center for Executive Education
University of South Carolina, 1705 College Street, Columbia, SC 29208



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