

# 82<sup>nd</sup> Annual Virginia Bankers School of Bank Management



**Foundation**



**Exploration**



**Application**

University of Virginia  
Darden School of Business

July 26 - July 31, 2020

# Foundation

## forming the base for a quality education

"After completing my first year, I am even more excited about the road ahead. I think in banking it is easy to operate in silos, where we feel every decision should benefit our department and make our jobs easier. Bank School teaches you to think like an executive. As you learn about economic trends and the challenges of other departments within your organization, you realize why the decision to raise deposit rates or lower loan rates has many more repercussions beyond gaining or losing business. Bank School trains you to effectively manage in our multifaceted industry. I would recommend this program to any banker who is new in their leadership role, as well as one who is tenured. You not only receive training from top executives and instructors in our industry, but also get the opportunity to be challenged by successful peers who demand you to develop innovative and strategic thinking."

**Eric D. Floyd, Assistant Vice President | C&F Bank**  
Class of 2021



# Exploration

## expanding industry knowledge

"The VBA has masterfully orchestrated a program with ample opportunities to network and make life-long friends. The activities, dinners, and fundraisers coax even the shyest of people out of their shell for fun and memorable experiences. As class Secretary, I am so lucky to work with my class on a deeper level, help guide younger classes, interact with Bank School Trustees and Fellows, and enhance my involvement with the VBA. Prior to applying, I was unsure of what I would learn from this experience that I couldn't gain on the job. I now equate it to my career being a test and Bank School is my cheat sheet. I frequently review my notes and use my papers to enhance the value I bring to my company in ways that extend beyond my role and department."

**Tracy Elliott, Data & Project Program Manager | Chesapeake Bank**  
Class of 2020

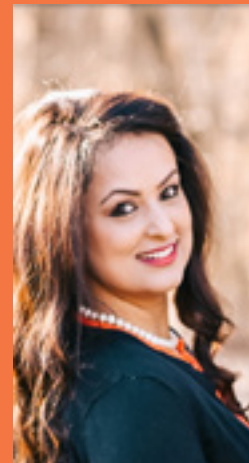


# Application

## knowledge is power on the job

"The Virginia Bankers School of Bank Management's national reputation for excellence was an initial draw, but the phenomenal experience far outweighed any business magazine reviews. Being in the same room with so many focused and career-driven people encouraged me to bring my "A-game" as well. Bank School very strategically places the necessary curriculum in a way that I now catch myself applying the knowledge to explain every 'why' in banking every day. In the client-focused industry of banking, Bank School has played a major role for me to become a well-rounded banker. Beyond the classroom, one of the most important aspects of the program are the relationships that are made. The course lasts three years, but the knowledge and connections gained will last a lifetime."

**Sonia Gautam, Assistant Vice President | Truist Bank**  
Class of 2019



# The Why

## a comprehensive banking approach

"We send our team members to the Virginia Bankers School of Bank Management to develop them into well rounded bankers. They learn about areas of banking they may not be exposed to in their day-to-day roles. From Bank Financial Management and Asset Liability Management to Ethical Decision Making and Organizational Behavior, the school covers a wide array of topics that prepare our team members for growth at Burke & Herbert Bank. The value of the education our team members receive easily trumps the cost. There is no way our bank could provide education and training on these relevant subjects anywhere near the cost of admission, which is one of the reasons we send at least six team members annually. Lastly, our team members build a network of bankers from across the Commonwealth that have the same goal of becoming the best banker they can be."

**Joseph F. Collum, EVP, Director of Branch & Business Banking | Burke & Herbert Bank**  
Chairman, Bank School Trustees  
Class of 2002



## Purpose and Philosophy

Through the use of highly qualified instructors and a challenging curriculum, the Virginia Bankers School of Bank Management (Bank School) is designed to provide a multi-dimensional educational experience in banking. Employing lectures, case studies, home study problems and peer study groups, the school provides a vehicle for each student to experience comprehensive learning. The faculty is a blend of the best from the banking, professional and academic worlds. Upon completion of three, one-week summer sessions and eight home study problems, students will have developed a range of skills that both enhance current performance and qualify them as candidates for advancement.

## Admission Requirements

For admission, an applicant must:

- Be employed by a VBA member bank
- Have a college degree and two years of banking experience, or a high school diploma and five years of banking experience
- Have successfully completed at least one college level course in basic accounting\*
- Have a written letter of recommendation by the bank's CEO or a senior officer

*Enrollment for the first-year class is limited to 72 students. Applications will be considered by the School Admissions Committee using the above criteria. Applicants not admitted will be pre-approved or encouraged to apply the next year, assuming they meet the admission requirements.*

*\*The VBA offers an in-person training that will satisfy the requirement for students who need the accounting course. In some instances, the Admissions Committee may recommend/require an accounting course be taken, even if the student has completed a course in the past as a part of admission.*

## Curriculum

The curriculum is designed to provide students with a broad range of skills and knowledge, including:

- Specific skills in the functional areas of banking
- Advanced commercial lending and asset liability management
- Communications and marketing strategies
- Ability to solve problems, work in teams and make decisions in a managerial setting
- An understanding of the changes in payments systems and technology
- The importance of risk management
- An understanding of organizational behavior

## Home Study Cases and Problems

Between the on-campus sessions, Bank School students complete eight home study problems, four after each of the first two years. The

home study problems reinforce many of the concepts learned during the on-campus sessions and give participants practical and hands-on analysis of real-world banking situations. Each of the assignments requires research and the preparation of a paper based on the research.

Timely and accurate completion of the home study problems - with a passing grade - is required for graduation from the school. In accordance with our Bank School Honor Code, students must work independently on all home study problems.

## BankExec Simulation

Along with challenging courses, the school also offers a BankExec Simulation. This phase of the school allows third-year students the opportunity to make decisions acting as senior officers of a bank. Working in teams and in a virtual environment, students make operating, lending and pricing decisions for eight fiscal quarters that influence bank profitability and bank stock prices. At the end of the week, each team will also prepare a verbal presentation.

## Networking

As a Bank School student, you will work very hard and be in class all day. However, it is important to allow time for networking and fun. Throughout the week, several social events are held, allowing students to get to know each other outside of the classroom and build connections that last throughout their banking career. In addition, the third-year class will organize a fundraising event to benefit the charity of their choice.

## Graduation Requirements

Completion of the program is based upon attending all classes, satisfactory performance in class discussions, examinations, home study problems and completion of assignments. Graduates are issued a diploma by the Virginia Bankers School of Bank Management.



## Location

The Virginia Bankers School of Bank Management is held at the University of Virginia Darden School of Business in Charlottesville, VA. The University, with its wide respect in the national business community and beautiful grounds designed by Thomas Jefferson, provides the ideal setting for this learning experience. The school has been located at UVA since it began in 1938. To learn more about UVA, please go to [www.virginia.edu](http://www.virginia.edu).

## Classrooms

Classes will be held at the Darden Graduate School of Business. To learn more about the Darden School of Business, visit [www.darden.virginia.edu](http://www.darden.virginia.edu).

## 2020 Tuition

Tuition is \$1,175 per year and covers instruction, materials, breakfast and lunch daily and Sunday's opening dinner. Additionally, there is a \$30 non-refundable application fee to be paid when submitting an application.

## Lodging - New in 2020!

During their week in Charlottesville, Bank School students will stay at one of three hotels. A block of rooms has been reserved at the following hotels:

- Courtyard Marriott Charlottesville University Medical Center (\$129/night + applicable taxes & fees)
- Omni Charlottesville Hotel (\$139/night + applicable taxes & fees)
- Residence Inn by Marriott Charlottesville Downtown (\$139/night + applicable taxes & fees)

Both single and double occupancy rooms will be available to allow students to either have a have their own room or to share with another Bank School student. Students will be responsible for booking and paying for their rooms and all charges to their rooms.

## Deferral Policy

If you need to request a deferral to the 2020 Bank School resident session and have already registered and paid for the summer session, the following will apply:

- If the VBA is notified by July 6, 2020, a full refund of your registration fee will be issued to your bank
- If the VBA is notified after July 6, 2020, a credit will be issued for your Bank School registration to be used the following year.\*

*\*Should the instance arise that there is not a spot available in the following year, your registration credit would be transferred to the next year.*

## Cancellation/Drop Policy

If circumstances arise and you will not be returning to Bank School and you have registered/paid for the summer session, the following will apply:

- If the VBA is notified by July 6, 2020, a refund, less a \$95 cancellation fee, will be issued to your bank.
- If the VBA is notified after July 6, 2020, a refund, less a \$225 cancellation fee, will be issued to your bank.

Please contact Kristen Reid (804) 819-4731 with questions regarding deferral or cancellation.

## To Apply

Applications are due by April 15, 2020 with a nonrefundable \$30.00 application fee made payable to: VBA School of Bank Management, 4490 Cox Road, Glen Allen, VA 23060. Applications may be completed online at: <http://bit.ly/2020vbsbmapp>.

Registration materials and an invoice for tuition will be sent to applicants after acceptance into the school. Please contact Kristen Reid at [kreid@vabankers.org](mailto:kreid@vabankers.org) or (804) 819-4731 with questions.

