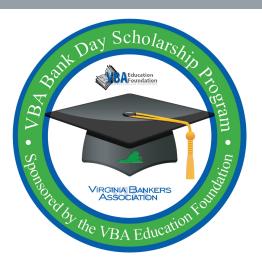
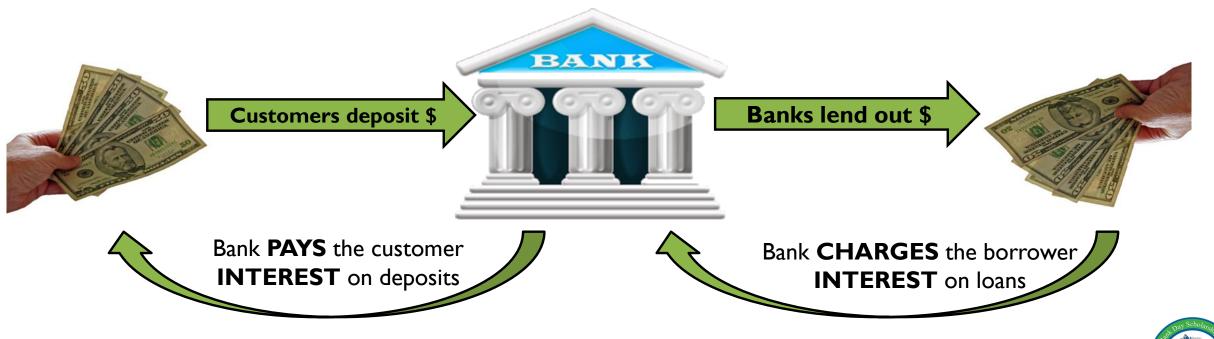
# **BANKING 101**

JAMIE COVEY
TRAINING & CURRICULUM DESIGN SPECIALIST | ESSEX BANK



#### BASIC BANK FUNCTION

Banks collect DEPOSITS that it then LENDS out to borrowers



(Interest charged on Loans) – (Interest paid on deposits) = Profit



# SAMPLE BANK STRUCTURE:

Board of Directors-Chairman of the Board

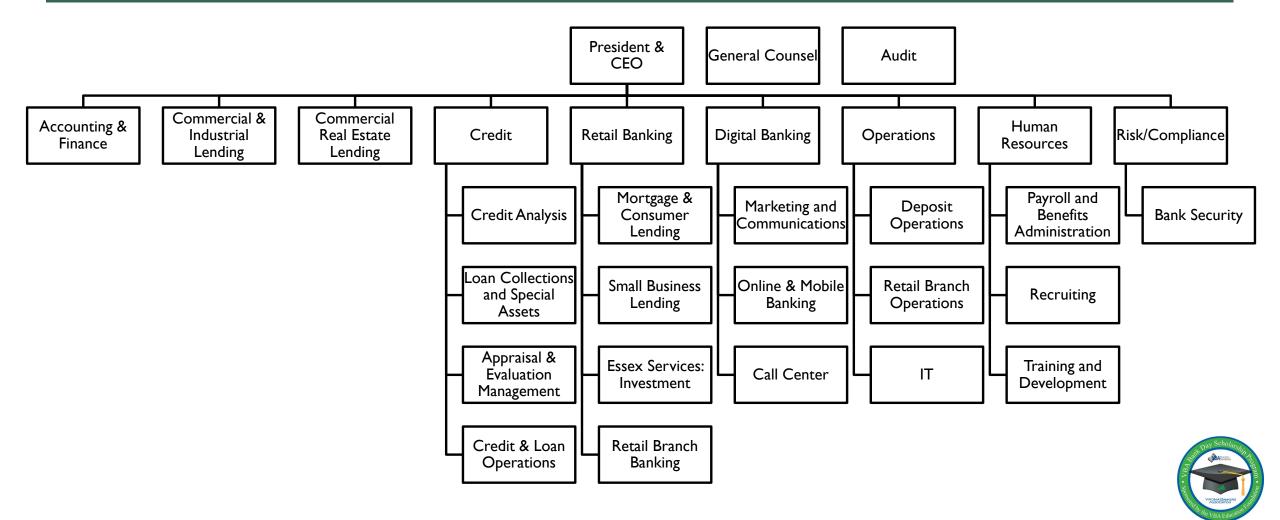
President & CEO of Essex Bank

Chief Financial
Officer

Legal & Governance



# SAMPLE BANK STRUCTURE



#### BANK DEPOSIT PRODUCTS

- Checking Account
- Savings Account
- Money Market Account

- An investment account where funds are deposited, earn interest, and can be accessed at an ATM or bank branch within certain limitations
- B. An account where funds are deposited and can be withdrawn using checks, debit card, online transaction...funds are 'on demand'
  - An investment account where funds are deposited, earn higher interest than saving accounts, and can be accessed at an ATM, bank branch, check writing, and debit card within certain limitations

#### BANK DEPOSIT PRODUCTS

- Certificate of Deposit (CD)
- Health Savings Account
- Individual Retirement Account

- A. An account typically held as a certificate of deposit where funds are being saved specifically for retirement.
- B. An investment account where funds are deposited for a specific length of time earning fixed interest rate during that time. Funds can not be withdrawn until the end of the specific term.
- C. A checking account where funds are deposited and are used to pay for medical expenses, tax free.



# OTHER VEHICLES TO SAVE AND INVEST (NON-DEPOSIT PRODUCTS)





### BANK LOAN PRODUCTS

Consumer Loan Products- Money needed for Life

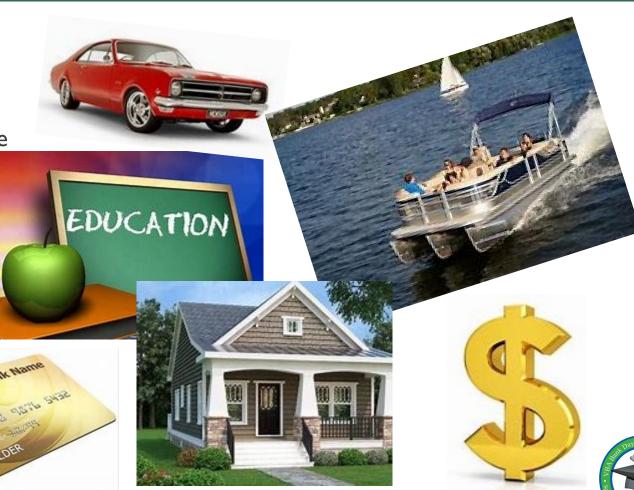
Car Loans

Boat Loans

Mortgages

Home Equity Loans and Lines of Credit

Unsecured Loans



## BANK LOAN PRODUCTS

- Commercial and Small Business Loans
  - Equipment
  - Agricultural
  - Commercial Real Estate
  - Lines of Credit





