

CLASS OF 2022

VIRTUAL



*New
England
School for
Financial
Studies*



May 17- 21, 2021

*Due to Covid-19, this session will
be held virtually.*

Sponsored by

Maine Bankers Association
Massachusetts Bankers Association
New Hampshire Bankers Association
Rhode Island Bankers Association
Vermont Bankers Association

MISSION AND HISTORY

The New England School for Financial Studies provides banking professionals with the tools they need to manage effectively in today's changing industry. An intensive two-year program of studies broadens the skills of supervisory personnel and trains them to make decisions that promote the profitability of the bank as a whole. As of last year, the school has graduated more than 3,751 bankers.

Two one-week sessions provide students with 135 hours of classroom instruction conducted by distinguished faculty members chosen for their expertise in both the academic and business worlds. Classes combine lectures with case studies to actively involve participants in the process of research, analysis and creative planning.

Between sessions, students complete five independent study projects that focus on their bank and build on the first week's instruction to prepare them for more advanced training during the second year resident session. The course culminates in a comprehensive computerized simulation that challenges students to assume senior management responsibilities. Students will return June 12-17, 2022 for their senior year at Babson Executive Conference Center.

Students will be evaluated on their knowledge of BankExec, strategic planning exercises and presentations. Each segment is appropriately-weighted and scored as part of the final grade. By graduation, students are better prepared to contribute to their bank's overall operations and participate in profitable decision making.

TUITION FOR 2021

Freshman Year	
Members	Nonmembers
\$1,297 per year (including tablet)	\$2,242 per year (including tablet)
\$945 (without tablet)	\$1,890 (without tablet)
Senior Year	
\$945	\$1,890
Tuition includes the cost of all classroom instruction, materials and special activities.	

Please complete and email the application by **March 19, 2021**, along with a letter of recommendation from the bank's endorsing officer (CEO or applicant's supervisor). For further information, please contact Meghan McCarthy at 617-502-3807; mmccarthy@massbankers.org. Applicants will be notified of acceptance in mid-April.

CRITERIA FOR ACCEPTANCE & ADMISSION

Eligible applicants should hold supervisory positions at a financial institution and demonstrate the ability to take on greater responsibility within their organization. The New England School for Financial Studies is designed for staff officers, branch managers, department heads, loan officers, and other key personnel.



COURSE OF STUDY

ECONOMICS

- Economic cycles and their significance
- Interest rate forecasting
- Significance of yield curves
- Potential effects of future economic conditions on bank profitability

FINANCE

- Components of risk
- Asset/liability management
- Consequences of interest rate fluctuations

LENDING

- The lending process (both retail and commercial), regulatory environment
- Elements of successful portfolio administration

OPERATIONS

- Operational and strategic long-range planning
- Definition of objectives, goals and strategies
- Use of simulation modeling and cases to develop decision-making skills
- The delivery of financial services using technology

MANAGEMENT/HUMAN RESOURCES

- Strategic decision-making
- Leadership styles
- Diversity in the workforce
- Forces of organizational change
- Career responsibility shifts to the individual
- Ethics and managing change
- Communications

RETAIL BANK MARKETING

- Marketing function
- Marketing mix, product profitability analysis
- Product management techniques
- Marketing strategies
- Sales and service



APPLICATION OF SKILLS

The course culminates in a comprehensive computerized simulation that challenges students to assume senior management responsibilities. Called BankExec, the program requires participants to implement financial, management, operational, and marketing strategies to compete successfully against similar banks on the basis of profit, market share, and performance.

Using Turning Point Technology and utilizing our digital learning tools, students must work through a strategic planning management process to develop a creative, viable, long-term plan for their group bank.

Textbooks have been replaced with tablets. Each student will be required to have a tablet. Switching to a digital platform allows students to stay up-to-date and engage with content in interactive ways, find information instantly and access an entire library wherever they go.



FACULTY

Jay P. Bienvenu, Senior Deputy Commissioner, Massachusetts Division of Banks & Loan Agencies
B.S., Economics, Fitchburg State, M.B.A., University of Massachusetts, Lowell

Kristin Sundin Brandt, President, Sundin Associates, Natick
B.A., Wheaton College

Dr. James J. Clarke, Principal, Clarke Consulting, Pennsylvania
B.A., LaSalle College; Ph.D., University of Notre Dame

Dr. John P. Dory, Associate Professor of Management and Director of the Doctoral Program; Lubin Graduate School of Business, Pace University
B.S., M.S., Illinois Institute of Technology, D.B.A., Harvard Business School

Thomas Foresta, Chief Information Officer, Envision Bank, Randolph
B.A., Political Science, UMass, Boston

Raymond C. Hoefling, Senior Vice President, Webster Bank, N.A.
B.A., Finance, Northeastern University

Lance E. Kessler, President, Lance Kessler Associates, Pennsylvania
B.S., York College of Pennsylvania, M.B.A., Johns Hopkins University

Dr. Karen Lawson, President, Lawson Consulting Group, Lansdale, Pennsylvania, M.A., University of Akron; Ph.D., Temple University

Julie H. Livingston, President and CEO, Marblehead Bank
M.B.A., Fairfield University

Matthew J. Putvinski, Member of the Firm, Director - IT Assurance and Security Services, Wolf & Company, P.C.
B.S., Bryant University

Richard L. Rowe, Jr., Director, Coastal Heritage Bank, Weymouth
B.S., Norwich University, M.B.A., Long Island University, CPA

David B. Sidon, CPA, Managing Partner, The Navis Group, Gloucester
B.S., Business Administration, Merrimack College, North Andover, MA
M.S., Finance, Bentley College, Waltham, MA

Mario M. Sindone, Executive Vice President, Senior Lender, Abington Bank
B.S., Business Administration, Northeastern University


Todd Tallman, President, Cornerstone Bank
B.A., Assumption College

STAFF

Meghan McCarthy, Director, New England School for Financial Studies
B.S., University of Rhode Island



SAMPLE SCHEDULE FRESHMAN YEAR

	Monday	Tuesday	Wednesday	Thursday	Friday
	8:30 a.m. Macro Economics	8:30 a.m. Yields and Pricing of Securities and Risk Management	8:30 a.m. Retail Lending Function	8:30 a.m. Commercial Lending Function	8:30 a.m. Human Resources
	Financial Statement Analysis		11:30 a.m. Technology		
	12:30 p.m. - Lunch	12:30 p.m. - Lunch	12:30 p.m. - Lunch	12:30 p.m. - Lunch	12:30 p.m. - Lunch
	1:30 p.m. Money and Capital Markets and Interest Rates	1:30 p.m. Applying Concepts of Risk and Return to Bank Financial Statements	1:30 p.m. Retail Bank Marketing	1:30 p.m. Strategic Planning	1:30 p.m. Ethics
	3:30 p.m. Group Breakouts Financial Analysis				

SAMPLE SCHEDULE SENIOR YEAR

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
		7:00 a.m. - Breakfast	7:00 a.m. - Breakfast	7:00 a.m. - Breakfast	7:00 a.m. - Breakfast	7:00 a.m. - Breakfast
		8:00 a.m. Bank Performance Analysis	8:00 a.m. Risk Analysis Regulatory Overview	8:00 a.m. BankExec Decision 3	8:00 a.m. BankExec Decision 4	8:00 a.m. Final Preparation for Annual Meetings
		10:00 a.m. BankExec	10:00 a.m. BankExec Decision 2	10:30 a.m. Building the Plan and Future Banking Trends Exercises 7 and 8	10:00 a.m. Strategic and Action Plans Exercise 9	9:00 a.m. Annual Meetings
		12:30 p.m. - Lunch	12:30 p.m. - Lunch	12:30 p.m. - Lunch	12:30 p.m. - Lunch	12:30 p.m. - Lunch
1:30 – 2:30 p.m. Registration/Room Check-in	1:30 p.m. Exercise 4 Bank Exec Team Bank Exec Decision 1	1:30 p.m. Leadership/Management Styles	1:30 p.m. Executive Presentation Skills	1:30 p.m. Review Presentation Structure and Class Study	1:30 p.m. Commencement	
2:30 p.m. Introduction to BankExec Strategic Case Studies Exercise 1 – SM Team Competition Exercise 2 – Team Case Study				2:30 p.m. BankExec Preparation	1:00 p.m. Graduation Reception	
6:30 p.m. - Dinner	6:30 p.m. - Dinner	6:30 p.m. - Dinner	6:30 p.m. - Dinner	6:30 p.m. - Dinner	6:30 p.m. - Dinner	
7:30 p.m. Exercise 3 -- Financial Policies/Bank Name	7:30 p.m. Exercise 2 -- Team Case Study Exercise 5 – Performance Target	7:30 p.m. Strategic Plan – SWOT Analysis and Exercise 6	Reception and Clambake	7:30 p.m. BankExec Preparation and Presentation Rehearsal		



Application for Admission - Class of 2022

The New England School for Financial Studies

May 17-21, 2021

Email application to registrations@massbankers.org.

**APPLICATION
DEADLINE**

March 19, 2021

Please type or print all information

Name:

Nickname:

Job Title:

Institution:

Business Address:
Street

City

State

Zip

Telephone Number: Business

Home

Cell

Date of Birth: Month

Day

Year

Email Address:

Banking Experience

Current Duties & Responsibilities (Explain briefly):

Previous Banking Experience (Give inclusive dates):

Education: Some College
 Type of Degree(s) received

Number of Years Completed:

Other Education:

Other Activities:
List industry/civic-related activities engaged in last three years

If accepted I will need an iPad/Tablet.

If accepted I will provide my own iPad/Tablet.

I hereby apply for admission to the New England School for Financial Studies at Babson College.

X

Please send registration forms via **Secure Email to registrations@massbankers.org**.

DO NOT SEND CHECKS AT THIS TIME. You will be billed for the total tuition once acceptance into the program has been determined.