



ABA Self-Paced Online Courses

American Bankers Association (ABA) self-paced online training is flexible, engaging, and taken entirely on the student's own schedule.

Bank Fundamentals	Duration	Price
<u>Banking Basics Suite</u> <ul style="list-style-type: none"> • Bank Marketing: Building Customer Relationships • Bank Payment Systems and Technology • Bank Sales and Service: Expanding Customer Relationships • Banks as a Business • Banks and the Deposit Function • Banks and the Economy • Banks and Personal Wealth Management • Business and International Banking Services • Introduction to Banking • Lending as a Cornerstone of Banking • Safeguarding Bank Assets and the Nation • Safeguarding the Customer and the Bank 	2 hours	\$357
<u>Community Bank Suite: Foundational Skills</u> <ul style="list-style-type: none"> • Ethical Issues for Bankers • Communication Basics Suite <ul style="list-style-type: none"> ○ Becoming a Better Listener ○ Communicating Effectively ○ The Importance of Body Language • Teller Basics Suite <ul style="list-style-type: none"> ○ Cash Handling ○ Handling Checks ○ Processing Transactions ○ Providing Quality Customer Service ○ Robbery and Bank Security ○ The Changing Role of the Teller 	5 hours, 40 minutes	\$141
<u>Community Bank Suite: Onboarding Basics</u> <ul style="list-style-type: none"> • Introduction to Banking • Banks as a Business • Bank and the Deposit Function • Lending as a Cornerstone of Banking • Bank Payment Systems and Technology • Safeguarding the Customer and the Bank 	1 hour, 15 minutes	\$177
<u>Community Bank Suite: Sales Skills</u> <ul style="list-style-type: none"> • Relationship Sales Suite <ul style="list-style-type: none"> ○ The Relationship Sales Process ○ Consultative Selling ○ Relationship Sales – Apply What You've Learned • Sales Planning Suite <ul style="list-style-type: none"> ○ Creating Sales Portfolios 	35 minutes	\$57



<ul style="list-style-type: none"> ○ Managing Client Portfolios ○ Planning a Call ○ Sales Planning – Apply What You’ve Learned 		
Understanding Consumer Bank Products Suite <ul style="list-style-type: none"> ● Understanding Your Customer ● Consumer Checking Accounts ● Consumer Credit Products ● Consumer Credit Products: Home Secured ● Consumer Savings Accounts ● Consumer Retirement, Investment and Insurance Products ● Trust Products and Services ● Digital Products and Services 	1 hour, 20 minutes	\$105
Bank Marketing	Duration	Price
Marketing in a Digital World: Digital Campaigns <ul style="list-style-type: none"> ● Search Engine Optimization (4 modules) ● Build Your Campaign (3 modules) ● Find Your Audience (5 modules) 	3 hour, 30 minutes	\$299
Bank Compliance	Duration	Price
BSA/AML: Fundamentals	20 minutes	\$33
Community Reinvestment Act	30 minutes	\$33
Fair Lending	70 minutes	\$57
Identity Theft Red Flags Rule	40 minutes	\$57
Office of Foreign Assets Control (OFAC)	20 minutes	\$21
Privacy: Overview of Laws	25 minutes	\$21
Recognizing and Preventing UDAAP	1 hour	\$57
Reg B Overview	20 minutes	\$33
Reg CC Disclosures and Notifications	10 minutes	\$21
Reg CC Funds Availability and Exceptions	20 minutes	\$33
Small Business Lending	Duration	Price
Introduction to Analyzing Financial Statements	3 hours, 15 minutes	\$117
Fundamentals of Small Business Banking Suite <ul style="list-style-type: none"> ● Small Business Basics ● Small Business Operating and Life Cycle 	45 minutes	\$57
Small Business Borrowing Suite <ul style="list-style-type: none"> ● Knowing Your Small Business Clients ● Knowing Your Small Business Clients – Apply What You’ve Learned ● Communicating Credit Decisions ● Closing the Sale – Apply What You’ve Learned ● Small Business Borrowing – Learner Toolkit ● Small Business Borrowing – Coach’s Toolkit 	20 minutes	\$57
Small Business Products Suite <ul style="list-style-type: none"> ● Presenting Credit Products ● Presenting Retirement Products 	20 minutes	\$81



<ul style="list-style-type: none"> • Presenting Treasury Management Products • Knowing Your Small Business Products – Apply What You’ve Learned • Small Business Products – Learner Toolkit 		
Wealth Management & Trust	Duration	Price
Introduction to Integrated Planning and Advice	20 minutes	\$81
Introduction to Investment Management	25 minutes	\$81
Introduction to Trust Administration	35 minutes	\$81