



**BARRET**  
SCHOOL OF BANKING



## On Demand Trainings

more information and registration can be found at [www.barretbanking.org](http://www.barretbanking.org)  
or call **901-321-4000**



### **Building Sales Culture**

Jay Toups, President High Performance Teams by RMR

Learn how you can shift your bank's culture towards a revenue-driven mindset.



### **AG Lending 101**

Tim Ohlde, CEO of Country Banker Systems

Must haves for successful Ag lenders in today's Ag Economy, to not only survive but thrive!



### **Ag Lending Summit**

Dr. David Kohl, Professor Emeritus, Virginia Tech

Crop Insurance, Ag Econ Update, Farm Loan Liquidity and MORE!



### **Fundamentals of Banking**

Byron Earnheart, Programming Director Barret School of Banking

This high-impact webinar series covers the basics of community banking over the course of eight webinars.



### **Crisis Leadership**

Trish Springfield, Speaker and Consultant

Using COVID-19 as a textbook study, Barret's newest program will assist your bank in creating a culture equipped to handle any crisis...be it biological, economic, or weather-related.



### **Senior Lender Summit**

Richard Hamm, President of Advantage Consulting and Training

Virtual conference with intensive workshopping for senior management in lending



### **Barret Leadership Academy**

Mike Synk, Founder Rock and Sand

This program is designed to provide bank executives tangible takeaways as they build talent recruitment, development, and management strategies.



### **HR Management**

Kerry Sauley, Marjorie B. Ourso Excellence in Teaching Professor at Rucks Department of Management, Louisiana State University

Intensive training for employees in HR Management