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Resources

ABA's Graduate School of Agri-Finance & Banking

July 26-31, 1992

Iowa State University, Ames, Iowa

Fees: \$1,550 ABA Members

\$1,950 Non-members

**For registration information, call
Tom Richardson at 1-800-872-7747**

To assist managers in agricultural lending gain a competitive edge, ABA has developed a rigorous curriculum for the ABA Graduate School of Agri-Finance and Banking.

Participating in residential sessions over two consecutive summers, students have instruction in the latest techniques for credit analysis and risk control; strategies for new marketing; loan pricing and customer profitability analysis; and human resource bank management strategies to improve the bottom line.

This year's credit analysis courses will be based on the *Recommendations of the Farm Financial Standards Task Force - 1991*.

Trading Resources

The Chicago Board of Trade has written and audiovisual resource material available to educate you about the use of futures and options. A complete list of materials is available in the "Publications Catalog." To receive a copy, call 1-800-THE CBOT or 312-435-3558. Or write to: the Chicago Board of Trade, Education and Marketing Services, Literature Services, Suite 2210, 141 W. Jackson blvd., Chicago, IL 60604.

Newly Revised!

A Preface to Banking

Bring your staff up to speed on the world of banking by giving them a copy of this stand alone training tool. *A Preface to Banking* is an easy-to-read, comprehensive overview of banks and banking that is perfect for tellers, customer service representatives, management trainees, or anyone new to banking. This handy booklet covers all the basic concepts of banking, including how banks are regulated and organized, the array of commercial banking functions and services, and much, much more! Available June 1992.

Catalog #281500. Price: \$27 (**ABA members, \$21**). Quantity discounts available. To order or for more information call ABA's Customer Service Center toll free, **1-800-338-0626**.

Audio Cassettes Available

Audio Cassettes are available from the 1991 ABA National Agricultural Bankers Conference.

If you couldn't attend the Conference in Kansas City, you can still receive all the information that attendees received! Addresses given by ABA President Alan Tubbs; noted agri-finance expert Dr. David Kohl; former FCA board member Marvin Duncan, and many more distinguished lecturers are available through the ABA.

Cassettes are \$15 each (**\$12.50 ABA member price**). Quantity discounts available. For a list of available cassettes from the 1991 Ag Bankers Conference, call Beth Olson at 202-663-5109. ▲