

Cross Selling Deposit Products

Four Sessions Offered

January 24, 2018 ▪ 8:00am - 12:00pm OR 1:00pm - 5:00pm

January 25, 2018 ▪ 8:00am - 12:00pm OR 1:00pm - 5:00pm

Winnsboro State Bank ▪ 3875 Front Street ▪ Winnsboro, LA



This four hour course is designed for Customer Service Representatives, Lenders and Branch Managers. This course will teach participants who have regular contact with clients how to focus on the future and current needs of clients. They will learn the essential skills for profiling their clients', building customized solutions for each clients' needs and identifying the best ways to fulfill their clients needs based on deposit products and services available.

Workshop Instructor



Jay Toups is the Principal of Retail Management Resources, Inc. a Lafayette based company. His 25+ years of experience includes time spent at First Commerce Corp, Hibernia National Bank, Bank One, and Dixie Savings as a Lender, Branch Manager, Regional Manager, Retail Sales Coordinator, etc. He is currently working with community banks across the Gulf South helping them grow and prosper.

Registration Form

Please make copies of this form if more registrations are needed.

Mr./Mrs./Ms. _____

Bank _____

Email Address _____

Branch Street Address _____

City, State, Zip _____

Phone _____

Fax _____

Payment Options

- Check (Made payable to Louisiana Bankers Association)
- Visa MasterCard American Express

Registration Fee
\$125, per LBA members
\$225, per LBA nonmembers

Card Number _____ Expiration Date _____

Name on Card (please print) _____ Signature _____

Billing Address: _____ Amount to be charged on card \$ _____

- This training will be covered under SBET (Small Business Employee Training Program). Please provide an email address on the line below to receive the necessary documentation for reimbursement:

***Please Note: Recordings are not eligible for SBET funding**

Please select one session only

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Location

Winnsboro State Bank
3875 Front Street
Winnsboro, LA 71295
(318) 435-7535

Submit registration and view rosters in the
Education Section of LBA's Website, www.lba.org.

Registration Fee

\$125, per LBA member
\$225, per nonmember

Louisiana Bankers Association
5555 Bankers Avenue
Baton Rouge, LA 70808
225-387-3282
Fax 225-343-3159