



MDP Recommended Prerequisites

If you are considering registering for the Management Development Program, WBA strongly recommends these courses to help prepare you. These classes, offered through the American Bankers Association, provide underlying skills that are necessary for MDP and are available on-line at your convenience.

Leadership In Action Suite • \$195

This suite of five courses explores techniques and best practices for cultivating a collaborative team environment, from empowering individuals and positively handling change to creating a team-supported vision and achieving goals. Completing this suite provides strategies for using authentic leadership skills in day-to-day practices and developing those skills in others. Concise, impactful lessons can be applied on the job immediately.

Management Essentials Suite • \$275

This suite of six courses explores best practices for successfully managing employees, from interviewing to managing performance. Completing this suite provides tips and tactics for coaching employees, developing a recognition program, and holding effective meetings. Concise, impactful lessons can be applied on the job immediately.

Fundamentals of Small Business Banking Suite • \$95

This suite of two courses explores the characteristics, expectations, and operational needs of small businesses. Explore the different legal structures and business types to better understand your small business clients. Discover the different steps in each type of operating cycle and the stages of a small business' life cycle. Completing this suite helps develop the key skills needed to create and sustain successful small business relationships. Concise, impactful lessons can be applied on the job immediately.

The Management Development Program was developed as a precursor to the WBA's Executive Development Program, providing students with the base of skills necessary to complete and succeed in the year-long EDP.

Registrant Information

Name _____ Title _____

Company _____

Address _____ City/ST/Zip _____

Email _____ Phone _____

Registration Total Cost \$ _____

Payment Information

Please charge my credit card Check is enclosed

Card Number _____ Exp Date _____

Billing Address _____ City/ST/Zip _____

Billing Contact _____ Email _____

Please Send Invoice to Attention of: _____

EMAIL completed form to: registration@wabankers.com.

Mail: Washington Bankers Association, 1601 Fifth Avenue, Suite 2150, Seattle, WA 98101.

Call: (206) 447-1700. **Online:** wabankers.com.

** Attendance at WBA programs is limited to employees, officers and directors of WBA members, non-members eligible for membership in the WBA and members of other state banking associations which grant reciprocal privileges to WBA members.*

Cancellation Policy: For all cancellations that occur up to seven days prior to the start date, a \$50 cancellation fee will be charged. For cancellations with less than seven days notice, there will be no refunds. A substitute can attend at no fee. For cancelled courses and/or seminars, full fees will be refunded. Cancellation Procedure: Cancellations must be sent in writing to the WBA office via email, fax, or mail. No refunds will be granted until a written cancellation request is received by WBA.