



2010-2011 Michigan AIB Course Schedule

Learning is Growing...Let Us Help You Grow!

To help you plan ahead, course offerings are listed for the entire 2010-2011 AIB educational year.
Registration for Fall 2010 begins August 2, 2010.



Michigan Bankers Association
 A Local ABA Training Provider

Fall 2010	Registration: 8/02/10 – 8/16/10	Semester: 9/06/10 – 12/17/10
Winter 2011	Registration: 11/22/10 – 12/06/10	Semester: 1/24/11 – 4/15/11
Spring 2011	Registration: 3/07/11 – 3/28/11	Semester: 4/18/11 – 7/29/11

Classroom/Independent Study Blended (up to 10 weeks) \$315.00

*** Register 5 people from the same bank, get the 6th person free. ** Register 9 people from the same bank, get the 10th and 11th people free. ***

MBC Course	AIB Course	Course Name	AIB Credit	Location	Day	Times	Semester-Dates	Weeks	Instructor
MOUNT PLEASANT									
POBMP18	1370	Principles of Banking	2.0	TBA		6 – 9 p.m.	F-9/13, 10/4, 11/8	10	Staff

*NOTE: This class is a blended learning format. It will meet for three classroom sessions, with independent study for the remaining weeks.

LOCATIONS:

TBA – To be announced.

Remember to order your textbook(s) when registering.



Classroom (1 week)

\$229.00

** Register 5 people from the same bank, get the 6th person free. ** Register 9 people from the same bank, get the 10th and 11th people free. **

MBC Course	AIB Course	Course Name	AIB Credit	Location	Day	Times	Semester-Dates	Weeks	Instructor
LANSING									
MPRLN18	---	Managing Projects: From Concept to Completion	.00	TBA	Wed	9 a.m. – 4 p.m.	F-9/22	1	Kathleen Wheelihan
ST. CLAIR SHORES									
MPRSC18	---	Managing Projects: From Concept to Completion	.00	TBA	Tue	9 a.m. – 4 p.m.	F-10/19	1	Kathleen Wheelihan

LOCATIONS: TBA – To be announced.

Managing Projects: From Concept to Completion

Course Summary: In today’s workplace, the ability to manage projects is an essential skill. Whether you realize it or not, everyone manages projects. Effective project management can make the difference between success and failure, not only for the projects themselves, but also for you! With an emphasis on effective communication and collaboration, proactive stakeholder involvement, and becoming a learning organization, this interactive program is filled with practical tools on the essentials of *Managing Projects: From Concept to Completion*, and can help anyone refresh or enhance their project management skills.

Agenda:

- The top reasons why projects fail and how to avoid them
- Phases of the Project Life Cycle and tips to move through each
- Strategies to handle multiple projects without letting anything slip through the cracks
- Problem-solving to keep your project on track
- Using communication, teambuilding, and creativity to achieve greater results & become a learning organization

Audience: Managers, supervisors, team leaders, IT and HR specialists, and anyone who leads projects

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Spring 2011	Registration: 3/07/11 – 3/28/11	Semester: 4/18/11 – 7/29/11

Bring an AIB class to *your bank*.

Here's a partial list of in-house and partnering classroom opportunities:

Two three-hour sessions:

- Cross-Selling to Build Customer Relationships
- Dealing Effectively with Co-workers and Customers
- Introduction to Relationship Selling
- Revitalizing Customer Service



Flexible scheduling options:

1. Ten three-hour classroom sessions **OR**
2. Four three-hour classroom sessions, combined with six independent study classes
 - Consumer Lending
 - General Accounting
 - Principles of Banking

Plus:

- **Leadership Academy** (Seven full-day sessions, scheduled 2-3 weeks apart)
- Leading and Engaging Employees in Difficult Times
- Many more!

Week night, week day, and weekend classes available.

Contact us to find out how these and other classroom courses can be brought into your area, or in-house exclusively for your bank!

(586) 784-4445

AIB@MBCtraining.com

Independent Study (Up to 15 weeks)

\$325.00

Accounting

MBC Course	AIB Course	Course	AIB Credit	Semester-Dates	Weeks	Instructor
AFSI18	6920	Analyzing Financial Statements	3.00	F-9/7 – 12/17	15	Valora Jackson
AFSI19	6920	Recommended Prerequisite: Financial Accounting	3.00	W-1/3 – 4/15	15	Valora Jackson
AFSI20	6920		3.00	S-4/18 – 7/29	15	Valora Jackson
FACI18	1000	Financial Accounting	3.00	F-9/7 – 12/17	15	Valora Jackson
FACI19	1000	Prerequisite: General Accounting or College Accounting 101. Financial Accounting is a difficult course. Students are advised to take this course alone per semester.	3.00	W-1/3 – 4/15	15	Valora Jackson
GACI18	1002	General Accounting	3.00	F-9/7 – 12/18	15	Beth Jungel
GACI19	1002		3.00	W-1/4 – 4/16	15	Beth Jungel
GACI20	1002		3.00	S-4/19 – 7/30	15	Beth Jungel

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Independent Study (Up to 15 weeks)

\$325.00

Banking

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CMLI18	6350	Commercial Lending	3.00	F-9/7 – 12/17	15	Staff
CMLI19	6350		3.00	W-1/3 – 4/15	15	
CNLI18	7008	Consumer Lending	3.00	F-9/7 – 12/17	15	Michael Bryson
CNLI19	7008		3.00	W-1/3 – 4/15	15	Michael Bryson
CNLI20	7008		3.00	S-4/18 – 7/29	15	Michael Bryson
ECBI18	2310	Economics for Bankers	3.00	F-9/7 – 12/17	15	Bob McGovern
ECBI19	2310		3.00	W-1/3 – 4/15	15	Bob McGovern
IMLI18	7820	Introduction to Mortgage Lending	3.00	F-9/7 – 12/17	15	Staff
IMLI19	7820		3.00	W-1/3 – 4/15	15	
LBAI19	3670	Law and Banking: Applications	3.00	W-1/3 – 4/15	15	Steve Riebel
LBPI18	3660	Law and Banking: Principles	3.00	F-9/7 – 12/17	15	Steve Riebel
MFSI18	7740	Marketing Financial Services	3.00	F-9/7 – 12/17	15	Bob McGovern
MFSI20	7740		3.00	S-4/18 – 7/29	15	Bob McGovern
MOBI18	1350	Money and Banking Recommended Prerequisite: Economics for Bankers	3.00	F-9/7 – 12/17	15	Bob McGovern
MOBI19	1350		3.00	W-1/3 – 4/15	15	Bob McGovern
MOBI20	1350		3.00	S-4/18 – 7/29	15	Bob McGovern
POBI18	1370	Principles of Banking	3.00	F-9/7 – 12/17	15	Rachel Emery
POBI19	1370		3.00	W-1/3 – 4/15	15	Rachel Emery
POBI20	1370		3.00	S-4/18 – 7/29	15	Rachel Emery
SPVI18	4310	Supervision: Concepts and Skill Building	3.00	F-9/7 – 12/17	15	Rachel Emery
SPVI19	4310		3.00	W-1/3 – 4/15	15	Rachel Emery
SPVI20	4310		3.00	S-4/18 – 7/29	15	Rachel Emery
TTLI18	6832	Today's Teller: Developing Basic Skills	2.00	F-9/7 – 12/17	10	Rachel Emery
TTLI19	6832		2.00	W-1/3 – 4/15	10	Rachel Emery
TTLI20	6832		2.00	S-4/18 – 7/29	10	Rachel Emery
TRBI18	8261	Trust Basics	3.00	F-9/7 – 12/17	15	Carlene Korchak
TRBI19	8261		3.00	W-1/3 – 4/15	15	Carlene Korchak
TRBI20	8261		3.00	S-4/18 – 7/29	15	Carlene Korchak

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MBC Independent Enrichment Series

\$199.00

In our 2005 student survey, you told us you wanted more topics in shorter formats. The *MBC Independent Enrichment Series* is designed to give you a quick study on specific topics of interest. The books are self-paced and may be completed anytime throughout a semester. Each text is 85-150 pages. You will have contact with a financial industry professional/expert who will answer your questions and discuss the skills taught in the text. Students continue to offer great reviews for these resource materials: *...Great reference material...Quick...Easy to read...Interesting...Made me think...I'm taking this to my next job.*

You may earn an *MBC Enrichment Series Certificate* upon completion of 10 individual topics.

Management and Leadership

MBC Course Code			Course	Dates		
Fall	Winter	Spring		Fall	Winter	Spring
BTME18	BTME19	BTME20	Building Teams	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
CEGE18	CEGE19	CEGE20	Coaching for Employee Growth	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
CEME18	CEME19	CEME20	Conducting Effective Meetings	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
DIVE18	DIVE19	DIVE20	Diversity: Communication for Success	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
DCDE18	DCDE19	DCDE20	Documenting Discipline	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
DLEE18	DLEE19	DLEE20	Delegating Effectively	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
FDSE18	FDSE19	FDSE20	Feedback Skills	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
INSE18	INSE19	INSE20	Interviewing Skills	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
LTME18	LTME19	LTME20	Leading Teams	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
MCWE18	MCWE19	MCWE20	Managing Change at Work	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
MWCE18	MWCE19	MWCE20	Managing Workplace Conflict	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
MPRE18	MPRE19	MPRE20	Managing Projects	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
MTVE18	MTVE19	MTVE20	Motivation: Inspiring Your Employees	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
MISE18	MISE19	MISE20	Moving into Supervision	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
PFAE18	PFAE19	PFAE20	Performance Appraisals	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
PRSE18	PRSE19	PRSE20	Problem Solving	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
SDEE18	SDEE19	SDEE20	Supervising Difficult Employees	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8

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MBC Independent Enrichment Series (cont'd)

\$199.00

Retail Banking/Sales Skills

MBC Course Code			Course	Dates		
Fall	Winter	Spring		Fall	Winter	Spring
BCSE18	BCSE19	BCSE20	Building and Closing the Sale	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
OCSE18	OCSE19	OCSE20	Outstanding Customer Service	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
TLSE18	TLSE19	TLSE20	Telephone Skills	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
SLSE18	SLSE19	SLSE20	Selling Skills	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8

Self Development Skills

MBC Course Code			Course	Dates		
Fall	Winter	Spring		Fall	Winter	Spring
ATDE18	ATDE19	ATDE20	Attitude: It Isn't Always Easy	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
BBME18	BBME19	BBME20	Basic Business Math	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
BBWE18	BBWE19	BBWE20	Better Business Writing	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
CMEE18	CMEE19	CMEE20	Communicating More Effectively	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
DDBE18	DDBE19	DDBE20	Dealing With Difficult Behavior	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
DVPE18	DVPE19	DVPE20	Developing As a Professional	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
EEME18	EEME19	EEME20	Effective E-Mail Tips	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
TMME18	TMME19	TMME20	Time Management: How to Get Everything Done and Still Have a Life	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
UCRE18	UCRE19	UCRE20	Why Didn't I Think of That? Using Creativity to Get More Done	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8
WPEE18	WPEE19	WPEE20	Workplace Ethics	F-9/27 – 11/26	W-1/24 – 3/25	S-5/9 – 7/8

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ABA eLearning Self-paced Online Courses

Pricing & Registration Online

**Visit us at www.MBCtraining.com and click on the links for [AIB](#) and then [Courses](#) for descriptions and registration.

Basic Banking Knowledge	
Banking Today **JUST UPDATED!**	
Fundamental Business Skills	
Business Etiquette **JUST UPDATED!**	Meetings That Work
Dealing Effectively with Co-workers	Presentation Skills
Ethical Issues for Bankers **JUST UPDATED!**	Telephone Etiquette
Managing Time at Work	Writing Bank Correspondence
Management and Leadership	
Coaching for Success	Managing Employee Relations
Corrective Action	Performance Management
Hiring the Best	Project Management Fundamentals: Second Edition
Improving Productivity	Rewards and Recognition
Managing Change	
Regulatory Compliance	
Americans with Disabilities Act (ADA) **JUST UPDATED!**	Fair Credit Reporting Act (FCRA) **JUST UPDATED!**
Bank Bribery Act **JUST UPDATED!**	Fair Housing Act **JUST UPDATED!**
Bank Protection Act **JUST UPDATED!**	Fair Lending **JUST UPDATED!**
Bank Secrecy Act (BSA) **JUST UPDATED!**	FDIC Deposit Insurance **JUST UPDATED!**
Bank Secrecy Act (BSA) for Lenders	Flood Disaster Protection Act **JUST UPDATED!**
Bank Secrecy Act (BSA) for Tellers	Home Mortgage Disclosure Act (HMDA) **JUST UPDATED!**
Community Reinvestment Act (CRA) **JUST UPDATED!**	Information Security and Red Flags **JUST UPDATED!**
Completing the Currency Transaction Report	Office of Foreign Assets Control (OFAC) **JUST UPDATED!**
Credit Card The New Rules	Privacy for Customer Contact Personnel **JUST UPDATED!**
Credit Practices Rule (Unfair and Deceptive Acts and Practices) (Reg AA) for Consumer Lenders **JUST UPDATED!**	Real Estate Settlement Procedures Act (RESPA)
Deposit-Related Regulations (Reg E, Reg D) for Consumer Lenders **JUST UPDATED!**	Regulatory Compliance for Call Center Representatives
Electronic Fund Transfer Act (Reg E)	Regulatory Compliance for Consumer Lenders
Equal Credit Opportunity Act (Reg B) **JUST UPDATED!**	Regulatory Compliance for Customer Service Representatives
Expedited Funds Availability Act (Reg CC) **JUST UPDATED!**	Regulatory Compliance for Personal Bankers
Extending Credit to Bank Insiders(Reg O) **JUST UPDATED!**	Regulatory Compliance for Bank Tellers

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Regulatory Compliance	
Reserve Requirements (Reg D) **JUST UPDATED!**	Truth-in-Lending Act (Reg Z) **JUST UPDATED!**
Serving Your Military Customer **JUST UPDATED!**	Truth-in-Savings Act (Reg DD) **JUST UPDATED!**
Sexual Harassment in the Workplace	Unlawful Internet Gambling Enforcement Act (UIGEA) (Reg GG) **NEW!**
Sexual Harassment in the Workplace for Managers	USA PATRIOT Act **JUST UPDATED!**
Retail Banking	
Retail Banking Fundamentals	
Business of Bankcard Overview	Referring Insurance & Annuities Customers
Consumer Credit Products **JUST UPDATED!**	Referring Mutual Funds & Securities Customers
Fundamentals of Consumer Lending	Referring Trust Customers
Fundamentals of Mortgage Lending	Revitalizing Customer Service: Parts 1 and 2 **JUST UPDATED!**
Introduction to Financial Planning Products	Teller Training Essentials
Introduction to IRAs **NEW!**	Understanding Bank Products
Personal Tax Return Analysis	Understanding Financial Planning
Retail Banking Sales Skills	
Building and Retaining Customer Relationships **JUST UPDATED!**	Introduction to Relationship Selling **JUST UPDATED!**
Cross-selling Deposit Products **JUST UPDATED!**	Profiling Mortgage Prospects
Effective Referrals	Sales Coaching in the Bank
Event Based Selling	Successful Sales Campaigns
Introduction to IRAs **NEW!**	Teleconsulting
Small Business Banking	
Small Business Banking Fundamentals	
Credit Products for Small Businesses **JUST UPDATED!**	Overview of Financial Statements
Deposit Products for Small Business Customers **JUST UPDATED!**	Retirement Products for Small Businesses
Fundamentals of Small Business Banking **JUST UPDATED!**	Retirement Products for Small Businesses
Introduction to Analyzing Financial Statements **JUST UPDATED!**	
Small Business Banking Retail Sales	
Calling on Small Business Customers **JUST UPDATED!**	
Relationship Selling to Small Business Customers **JUST UPDATED!**	
Servicing and Growing Small Business Relationships **JUST UPDATED!**	

ABA eLearning Self-paced Online Courses (cont'd)

****Pricing & Registration Online****

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Wealth Management and Trust	
Case Studies/Assessments	
Introduction to IRAs **NEW!**	
Building Trust Expertise Suite	
Building Trust Expertise Level 1	
Introduction to Estate Planning	
Introduction to Investment Management	
Introduction to Trust Administration	
Building Trust Expertise Level 1	
Discretionary Distributions	Fiduciary Law
Estate Planning Overview	Investments I
Estate Planning for Marital Deduction	Managing Trust Accounts
Federal Estate and Gift Taxes	Retirement Planning
Fiduciary Income Taxes	
Building Trust Expertise Level 1	
Estate Planning for Charitable Giving	Financial Planning Skills
Estate Planning for Lifetime Gifts	Generation Skipping Transfer Tax
Estate Planning for the Business Owner	Investments II
Estate Planning Final Case Study	Life Insurance and Annuities
Microsoft Office Courses	
Microsoft Access 2007: Level 1	Microsoft Outlook 2007: Level 1
Microsoft Access 2007: Level 2	Microsoft Outlook 2007: Level 2
Microsoft Excel 2007: Level 1	Microsoft Outlook 2007: Level 3
Microsoft Excel 2007: Level 2	Microsoft Word 2007: Level 1
Microsoft Excel 2007: Level 3	Microsoft Word 2007: Level 2
Microsoft PowerPoint 2007: Level 1	Microsoft Word 2007: Level 3
Microsoft PowerPoint 2007: Level 2	

*Pricing and course availability subject to change without notice.

AIB/ABA Instructor-led Online Courses

Registration Online

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Course Title Length Price (Member/Nonmember)	Catalog Numbers	Start Dates	End Dates
ABA Online Review Course for the CRCM Examination (with textbook) 8 weeks \$675/\$895* (\$695/\$925* - eff. start date 01/11)	3005528 3006106 3006107	08/16/10 01/24/11 08/15/11	10/12/10 03/20/11 10/11/11
ABA Online Review Course for the CRCM Examination (without textbook) 8 weeks \$450/\$670 (\$475/\$705 – eff. start date 01/11)	3005529 3006108 3006109	08/16/10 01/24/11 08/15/11	10/12/10 03/20/11 10/11/11
ABA Online Review Course for the CTFA Examination (with textbook) 8-12 weeks \$795/\$1075* (\$795/\$1125* - eff. start date 01/11)	3006110 3006112	01/31/11 05/30/11	
ABA Online Review Course for the CTFA Examination (without textbook) 8-12 weeks \$200/\$260 (\$325/\$425 – eff. start date 01/11)	3006113 3006114	01/31/11 05/30/11	
AIB Analyzing Bank Performance (with textbook) 7 weeks \$745/\$950* (\$765/\$995* - effective start date 09/10)	3005504 3006115 3006116 3006117 3006118	07/06/10 09/20/10 01/18/11 04/18/11 07/05/11	08/22/10 11/07/10 03/06/11 06/05/11 08/21/11

Course Title Length Price (Member/Nonmember)	Catalog Numbers	Start Dates	End Dates
AIB Analyzing Bank Performance (without textbook) 7 weeks \$625/\$805 (\$645/\$875 – eff. start date 09/10)	3005505 3006119 3006120 3006121 3006122	07/06/10 09/20/10 01/18/11 04/18/11 07/05/11	08/22/10 11/17/10 03/06/11 08/21/11 06/05/11
AIB Basic Administrative Duties of a Trustee NEW! (with textbook) 5 weeks \$275/\$375*	3006265 3006266 3006267	11/29/10 04/25/11 08/15/11	01/02/11 05/29/11 09/18/11
AIB Basic Administrative Duties of a Trustee NEW! (without textbook) 5 weeks \$200/\$275	3006268 3006269 3006270	11/29/10 04/25/11 08/15/11	01/02/11 05/29/11 09/18/11
AIB Fundamentals of Consumer Lending 5 weeks \$250/\$315 Self-paced course also available	3005506	07/06/10	08/08/10
AIB Introduction to Agricultural Lending 8 weeks \$375/\$475 (\$395/\$495 – eff. start date 10/10)	3006168 3006169 3006170	10/12/10 04/18/11 06/20/11	12/13/10 06/12/11 08/14/11
AIB Introduction to Trust Product & Services NEW! (with textbook) 5 weeks \$275/\$375*	3006259 3006260 3006261	10/04/10 03/07/11 07/05/11	11/07/10 04/10/11 08/07/11

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AIB Introduction to Trust Product & Services NEW! <i>(without textbook)</i> 5 weeks \$200/\$275	3006262 3006263 3006264	10/04/10 03/07/11 07/05/11	11/07/10 04/10/11 08/07/11
IRA Online Institute 12 weeks \$1495/\$1795	3005532 3006174 3006175	09/07/10 02/28/11 09/06/11	12/05/10 05/22/11 12/04/11
AIB Managing Funding, Liquidity, and Capital <i>(with textbook)</i> 6 weeks \$595/\$745* (\$625/\$805* - eff. start date 01/11)	3006202 3006203	01/10/11 05/09/11	02/20/11 06/19/11
AIB Managing Funding, Liquidity, and Capital <i>(without textbook)</i> 6 weeks \$475/\$625	3006204 3006205	01/10/11 05/09/11	02/20/11 06/19/11
AIB Managing Interest Rate Risk <i>(with textbook)</i> 8 weeks \$745/\$925* (\$765/\$995* - eff. start date 03/11)	3006206 3006207	11/15/10 03/14/11	01/23/11 05/08/11
AIB Managing Interest Rate Risk <i>(without textbook)</i> 8 weeks \$625/\$805 (\$645/\$875 – eff. start date 03/11)	3006208 3006209	11/15/10 03/14/11	01/23/11 05/08/11

Course Title Length Price (Member/Nonmember)	Catalog Numbers	Start Dates	End Dates
AIB Managing the Bank's Investment Portfolio <i>(with textbook)</i> 6 weeks \$595/\$745* (\$625/\$805* - eff. start date 02/11)	3006210 3006211	02/22/11 06/20/11	04/03/11 07/24/11
AIB Managing the Bank's Investment Portfolio <i>(without textbook)</i> 6 weeks \$475/\$625 (\$505/685 – eff. start date 02/11)	3006212 3006213	02/22/11 06/20/11	04/03/11 07/24/11
AIB Problem Loan Workouts 6 weeks \$315/\$395	3005523	08/02/10	09/12/10
AIB Supervisor Certificate 16 weeks \$695/\$875	3005520 3006254 3006255 3006256 3006257 3006258	07/26/10 09/27/10 11/15/10 02/15/11 05/02/11 07/25/11	11/14/10 01/30/11 03/20/11 06/05/11 08/21/11 11/13/11
AIB Trust Operations 15 weeks \$405/\$505	3005521	07/26/10	11/07/10
AIB Understanding Your Construction Borrower 10 weeks \$405/\$505	3005524	08/02/10	10/12/10

* Registration for one or more courses that include accompanying textbooks will also incur a shipping & handling fee of \$9.50.

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