



SCHOOL OF BANKING

TEXAS TECH

AUGUST 10-15, 2025 | LUBBOCK, TEXAS

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WELCOME FROM THE EXECUTIVE DIRECTOR

Since 1973, the Texas Tech School of Banking has successfully partnered with hundreds of community banks to bring together thousands of bankers seeking to advance their careers as current or future members of their management and leadership teams. The concentrated week-long programs, over two consecutive years, are delivered by seasoned experts in their fields and are specifically designed to provide a greater understanding of all aspects of community bank management today and in the future. Our goal is to help participants become better bankers and further develop their leadership skills.

Covering 25 topical sessions, the year one curriculum focuses on interactive lectures and team activities. Speakers and lecturers are practice oriented as well as thought-provoking, helping bankers “take it back to the bank.” Additionally, every year-one participant is provided his or her bank’s financial information and learns where to find the numbers, how to interpret the numbers, and how to analyze their bank’s risks and financial performance compared to peers.

Through a nationally recognized bank management simulator, year two participants work in teams to build and manage a thriving virtual community bank. Participants apply tools learned in year one, plus advanced material and new topics covered in year two, to put knowledge into practice in a team competition. This extraordinary experience allows participants to manage a virtual bank and test multiple strategic decisions to explore how best outcomes are achieved in real banks. Year two is designed to help bankers see and manage all aspects of the bank, not just their silo...exactly what managers and executives say they depend on.

Throughout the challenging and collegial week, participants will enjoy the state-of-the-art Rawls College of Business building, as well as the beautiful Overton Hotel & Conference Center. Breakfast and lunch are provided daily, and evenings include social activities, cocktail receptions, and dinners. Knowing that an important part of the week is networking with other participants and invited executives, we provide refreshment breaks during the day.

We are proud of the Texas Tech School of Banking’s legacy of educating today’s and tomorrow’s community bank leaders. We encourage you to explore the school and see why thousands of bankers across 50 years have enhanced their careers by attending and graduating from the Texas Tech School of Banking!

A handwritten signature in black ink, appearing to read 'Jeff Mercer', is positioned to the left of the printed name.

Jeff Mercer, Ph.D.

Executive Director, Texas Tech School of Banking

BETTER BANKERS.

Complex, competitive, and constantly changing, the banking industry demands much from bankers in order for them to stay on top of policy, practice, and the impacts of fast-changing technology and customer needs. During an intensive week-long series of speakers, classes, and interactive sessions, the Texas Tech School of Banking explores numerous issues impacting bank risk, growth, and profitability. Covering A to Z, our singular goal is to help participants strive to grow professionally and be better bankers.

ONE WEEK.

A challenging and collegial week, participants will enjoy the state-of-the-art Rawls College of Business building. Breakfast and lunch are provided daily, and three evenings will include dinners including a Sunday evening kickoff reception. Knowing that an important part of the week is having social time to network with other participants and executives, we provide networking breaks during the day as well as evening cocktail receptions.

TWO YEARS.

YEAR ONE: FUNDAMENTALS

From accounting to leadership to technology, year-one participants learn from seasoned bank executives and thought leaders in their fields through interactive lectures and group activities. Speakers and lecturers are practice oriented as well as thought-provoking, helping bankers “take it back to the bank” and expand their professional network. Additionally, year one participants are provided financial information on their bank in order to see deep inside, and analyze, their own bank’s financial situation.

YEAR TWO: PRACTICE

Through a world-class bank management simulator called BankExec, year-two participants work in teams to build a thriving community bank. Participants apply tools learned in year one and put knowledge into practice in a team competition. This extraordinary experience allows participants to manage a virtual bank and test multiple strategic decisions to explore how best outcomes are achieved. Year two is designed to help bankers see and manage all aspects of the bank, not just their silo...exactly what managers and executives need.

YEAR I SCHEDULE - *Tentative*

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast
	Regulation: Bank Exams A to Z	Risk-Return Case Study I	The ABCs of Ag Lending	Taking Loans from Approval to Closing	Plenary Session: State of the Economy
	Break	Break	Break	Break	Break
	Financial Basics and the UBPR	Risk-Return Case Study II	Bank Operations I	David R. Seim Memorial Lecture	View BankExec Presentations
	Break	Break	Break	Break	Break
	Using the UBPR: Case Studies	Risk Management and Bank Performance	Bank Operations II	Human Capital: DEI; IQ/EQ; Managing Conflict	Leadership
Lunch	Lunch	Lunch	Lunch	Lunch	Lunch
<i>Optional</i> Credit and Lending Track 1 - Intermediate & Credit and Lending Track 2 - Advanced	Funding the Community Bank and Bank Capital	Industry Discussion and M&A Activity	Managing the Bank's Investment Portfolio	Human Capital: DEI; IQ/EQ; Managing Conflict	
	Break	Break	Break	Break	
	Accounting and Auditing of Banks	Thinking Like a CIO: Tech Issues Facing Community Bankers	Asset/Liability Management	Leading is Simple, Right? A Case Study	
	Managing Bank Performance Analysis	Leadership	Developing Bank Team Dynamics	Enterprise Risk Management & the Chief Risk Officer	
	Group Photo	Open	Open	Open	

EVENING EVENTS

YEAR II SCHEDULE - *Tentative*

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast
	Banking in a Changing Economy	Valuing Banks	ALM Refresher & BankExec Orientation	BankExec Simulation	Plenary Session: State of the Economy
	Break	Break	Break	Break	Break
	Comparative Analysis	Project Management	BankExec Simulation	David R. Seim Memorial Lecture	BankExec Presentations
	Break	Break	Break	Break	
	Comparative Analysis	HR Foundations for Successful Managers	Leveraging Human Capital: Leadership	BankExec Simulation	
Lunch	Lunch	Lunch	Lunch	Lunch	Lunch
<i>Optional</i> Credit and Lending Track 1 - Intermediate & Credit and Lending Track 2 - Advanced	Quickbank Simulation	Banking on Chaos & Disorder: FinTech, Cyber & Strategic Disruption	BankExec Simulation	So, You Think You Want to Buy a Bank?	
	Break	Break	Working Lunch NW112/ Leadership	Break	
	Quickbank Simulation	From Prospect to Customer: Keys to a Winning Sales Culture	Leveraging Human Capital: Leadership	BankExec Simulation	
	Quickbank Simulation	Bank Performance and Risk Management II	BankExec Simulation	Team Prep for BankExec Presentations	
	Group Photo	Open	Open	Open	

EVENING EVENTS



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