

Celebrating 75 Years



inform.educate.connect.

Join WIB to

# CONNECT

with a community banking network, industry professionals and thought leaders, product/service information and endorsements, and premier learning and networking opportunities.

## 75 YEARS OF SUPPORTING COMMUNITY BANKING

For 75 years WIB has helped community bankers keep up with major industry trends, issues and innovation.

In 2012, we invite you to join us for education, information and connections that make a real difference in your bank's results.

Also connect with information, training and resources online at [www.wib.org](http://www.wib.org)!

**EDUCATE** with knowledge needed today so your bank can grow and prosper tomorrow.

**INFORM** by keeping in touch with industry trends, issues and solutions.

**CONNECT** with industry experts, products, services and resources.

WIB is the most trusted provider for quality education, professional networking and products and services information for community bankers in the West.

CONNECT WITH THE

# WIB NETWORK

A Network Supporting  
High Performance

**Share solutions and innovative ideas** with other community banks in the West. Whether you're a CEO, chairman, director, senior executive or manager, the WIB Western regional network connects you with peers at non-competitor banks to foster long-term professional relationships.

The West's Premier Learning  
& Networking Events

**Connect with industry experts** who provide best practices, solutions, industry trends and forecasts to help community bankers address opportunities and challenges. Our programs provide structured opportunities to share ideas and insight, helping you work smarter.

WIB Product Review and  
Screening of Endorsed Vendors

**Save time and money.** Products and services with the WIB Endorsed Program Partner Seal have undergone comprehensive screening and evaluation by staff members, bankers, independent consultants and the WIB Service Corporation Board. WIB members often receive value-added pricing or features which help members reduce costs and compete more effectively.

*“We are very pleased with the services provided by WIB. Thank you for your commitment to community banking.”* – Julie Shackelford, President, Bank of Feather River, CA



## Resources That Support You and Your Organization

### cbanc Collaborative Network

Members receive access to **cbanc Collaborative Network**, which helps extend your bank's resources by facilitating the sharing of real work product, compliance policies, best practices and more. Members receive additional benefits.

### Online Product & Services Directory

This is our proprietary database of product and service providers that have demonstrated their commitment to the independent banking industry. Product and service discounts may be available for members.

### Job Connect

Job Connect helps ease the task of finding the right candidates for your open positions. Bank members receive reduced job posting fees. Search for qualified candidates for free.

### WIB Publications – Print and Online

*Western Independent Banker* magazine receives positive reviews for its relevant, content-rich articles. Membership also includes subscriptions to electronic newsletters for independent bank directors, lenders, human resource/training staff, technology/security staff and finance.

## Save Time & Money with WIB Endorsed Programs

WIB Service Corporation's mission is to provide high-quality, value-added products and services which enhance the competitive edge of your bank and support strong performance. As part of this network, you will be connected to innovative, top-notch industry products and services that save your bank time and money and improve profitability. We make selecting a new vendor easier.

All Endorsed Program Partners meet high standards in:

### Relevancy

- Identifying industry products and services
- Selecting vendors aligned with members' needs

### Quality Control

- Risk-based review of a proposed Endorsed Programs to ensure legal, regulatory and service elements are met and documented
- Ongoing evaluations to ensure Endorsed Programs continue to meet WIB standards

### Member Advantages

- Special pricing or features available only to WIB member banks



### Endorsed Program Categories

- Bank Customer Products
- Compliance
- Credit / Lending
- Expense Reduction
- Governance
- Human Resources
- Marketing
- Non Interest Income
- Operations / Technology
- Risk

## Member-Only Benefits

- 30-40% lower program registration fees
- Online collaboration tools for you, the staff and board
- Discounts for WIB Endorsed Program products and services
- Industry leading publications including *Western Independent Banker* magazine and electronic newsletters for you, the staff and board
- Reduced fees for Job Connect postings
- Season Pass for Learning discount program eligibility
- Eligibility to participate in WIB advisory committees and boards

## WIB Season Pass for Learning

The WIB Season Pass for Learning is designed to offer you, your staff and board access to WIB's outstanding educational programs at a special value. WIB Season Pass offers the flexibility to register one employee for a number of events or have multiple employees attend one event. Open to WIB Bank Members Only.

Program highlights include:

- Save more than 50% on registration fees
- Simplified learning and development planning
- Reduces internal paperwork
- Early Bird registration rate applies at all times

## Loyalty Membership

A Loyalty Membership may be available for your bank. We will work with you to make sure your membership stays current and your bank continues receive all benefits of WIB membership, including discounts on products and services from WIB Endorsed Programs.

Please contact Krista Gulbransen, VP, Membership, at 415-352-2323 if you would like to discuss how your bank can stay a member using our Loyalty Membership.

## Professional Development That Makes a Difference

### Annual Conference for Bank Presidents, Senior Officers & Directors

*March 31-April 4, 2012, Hyatt Regency at Gainey Ranch, Scottsdale*

Connect with community bank presidents, senior officers and directors from across the West to engage in discussions on high-impact solutions and resources that will support you as you work to strengthen your bank. Design your own schedule with over 20 different timely topics presented by leading industry experts and you're sure to get your money's worth.

### Annual Directors Conference

*November 8-10, 2012, Grand Hyatt San Francisco*

Get strategies to keep your bank on the right track as the industry changes continue to come. The Annual Directors Conference, cosponsored by the American Association of Bank Directors, guides interaction with like-minded community bank directors and pairs you with industry experts who inspire you to think beyond your current assumptions.

### Education Summit & Expo

*September 24-26, 2012, Location to be announced*

#### CFO & Finance Conference

#### Technology, Risk & Operations Conference

#### Regulatory Compliance Conference

#### HR & Training Conference

New for 2012: your registration includes access to sessions from all four conferences! Work smarter, avoid common mistakes and leverage peer experience at the largest, most comprehensive community bank staff conference in the West.

### Workshops and Forums

WIB workshops and forums meet the needs of our ever-changing industry. Be sure to check [www.wib.org](http://www.wib.org) for the current schedule. Currently scheduled workshops and forums include:

**Bond University** – June 5-6, 2012 • Las Vegas

**Bond Graduate School** – August 28-29, 2012, Seattle • November 7-8, 2012, San Francisco

### Webinars

From the convenience of your desk, our 60- to 90-minute webinars provide a cost-effective way to keep abreast of industry trends without incurring the travel time and expense it takes to be away from the office.

### WIB On Demand

WIB On Demand offers playback files of our best and most timely past webinars. An excellent source of timely, topical information for directors, senior staff and managers. Complimentary endorsed partner and other select webinars are available for immediate download.

### Distance Learning Program

WIB has partnered with the Center for Financial Training to offer 50+ instructor-facilitated online and self-study education and training courses. This program allows your employees the flexibility to complete training on their schedule – at their desk or at home – with guidance from an instructor.

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**Visit [www.wib.org](http://www.wib.org) for full details on these and other WIB programs and resources.**

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