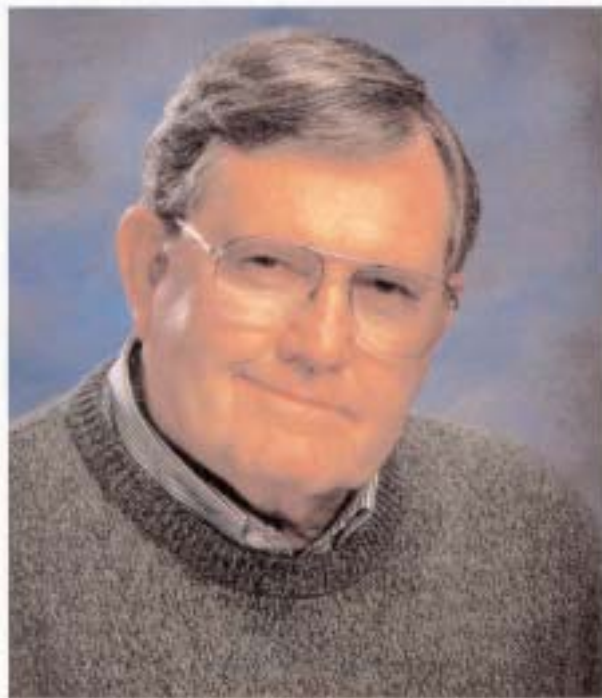


# **First Class Banking**

Presented by

**B.A. Donelson**



**Bank Talk With a  
Real Banker**

*A Popular Speaker On the  
Changing Banking Industry,  
B.A. Has Spoken to  
Professional Associations,  
Banking Schools, and  
Community Banks.*

If you are looking for a speaker with a deep understanding of banking, human nature, the dynamics of being a part of a tightly woven community, and a marvelous sense of humor, invite B.A.

*Mary Lange, CAE  
Independent Bankers Association of Texas*

Our participants found B.A. insightful, pertinent, inspiring, challenging, and memorable. He received top marks.

*S. Scott MacDonald, Ph.D.  
President and CEO of Southwestern  
Graduate School of Banking*

With his unique sense of humor and depth of banking experience, B.A. provides insights about the changing nature of the banking industry and its future leadership.

*Jay Phillips  
President Bank Operations Institute*

*B.A. Donelson's  
Wit and Wisdom  
Teaches and Entertains*

The format is flexible from an hour for a presentation to a full day session or a weekend retreat.

**All Range of Topics Can Be Tailored to Your Group**

**COMMUNITY BANK MANAGEMENT**

**LENDING**

- Kindergarten Rules of Lending

**CULTURE**

- Lessons Learned the Hard Way
- Turning Technicians Into Sales Persons
- Changing Role of Women in Banking
- Having a Healthy Organization

**PLANNING AND GOALS**

- Be Sure You Know Where You Are Going
- What Would You See If You Only Saw What You Went To See

**DIRECTORS**

- Opportunities & Responsibilities

**Who Should Attend?**

- Directors
- CEO's
- Top and Middle Management
- Staff

*B.A. Donelson Is the Voice  
Of Experience, Hope  
And Humor*

## ***B.A. Donelson***

### **Education:**

Texas Tech University  
Oklahoma Intermediate School of Banking  
Southwestern Graduate School of Banking  
Harvard Senior Bank Officer School

### **Activity in various Bank Trade Associations:**

Chairman Independent Bankers of Texas  
Ag Chairman Texas Bankers Association  
Ag Committee Independent Community Bankers Association  
Government Relationships Council - Executive Committee (ABA)  
Community Bank Council - Executive Committee (ABA)  
IBAT Education Board  
IBAT Main Street Foundation

### **Bank Awards Received:**

Business & Professional Women Employer of Excellence 2001-2002  
2003 American Bankers Association Frank Brunig Award for Lifetime Achievement in Agriculture Banking

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