

EASCORP'S 2012 ALM & INVESTMENT ACADEMY

COURSE AGENDAS

Introductory Track

THURSDAY, MARCH 15, 2012

9 a.m. – noon

Orientation to Financial Management

- Understanding balance sheets and income statements
- Financial ratio analysis
- Performance benchmarks
- Forecasting and planning

1 p.m. – 2:15 p.m.

Economics 101

- The economy and your credit union
- How interest rates are determined

2:30 p.m. – 4 p.m.

Identifying and Managing Risk

- Measuring risk exposure
- Stabilizing your credit union's interest margins
- Sustainable growth and capital adequacy

FRIDAY, MARCH 16, 2012

9 a.m. – 10:15 a.m.

Investments 101

- The basics of bonds
- Legal investments for credit unions
- Weighing risks and rewards

10:30 a.m. – noon

Case Studies in

Financial Management

Intermediate Track

THURSDAY, MARCH 15, 2012

9 a.m. – noon

Introduction to Asset Liability Management

- Tools of the trade—GAP, Net Interest Income Simulation, Net Economic Value
- Model elements and application of tools
- Optimizing the risk/reward relationship—why enhanced performance matters

1 p.m. – 2:30 p.m.

Orientation to Debt Markets

- Features and risks of debt instruments

2:45 p.m. – 4 p.m.

Investment Analysis

- Investment performance expectations
- Comparative analysis

FRIDAY, MARCH 16, 2012

9 a.m. – 10:15 a.m.

Developing Risk Management Policies

- Incorporating risk limitations into an effective ALM policy
- Equipping elected officials to understand and question ALM policies and practices

10:30 a.m. – noon

Investment Case Studies

- Net interest margin analysis
- Selecting securities for your credit union's portfolio

1 p.m. – 4 p.m.

Managing the Risk-Taking Process

- Legal, regulatory and accounting issues
- Maintaining proper systems and expertise
- Developing a sound committee structure and agenda

Advanced Track

Thursday, March 15, 2012

9 a.m. – noon

Analyzing Fixed Income Securities

- Advanced risk measures
- Yield curve analysis
- Obtaining relative value

1 p.m. – 4 p.m.

Investment Strategy and Execution

- Developing the right asset allocation
- Advanced mortgage-backed products
- Investing for total return
- Effective trading techniques

4 p.m. – 5 p.m.

Loan Participation as an Investment Vehicle

Friday, March 16, 2012

9 a.m. – noon

Advanced ALM Techniques

- Measuring volatility — using duration in balance sheet management
- The complexity of modeling embedded options
- Modeling non-maturing liabilities
- The practical value of Net Economic Value
- Other modeling issues

1 p.m. – 2:15 p.m.

Modern Liquidity Risk Management

- Learn the four sources of liquidity risk
- Understanding the limitations of cash-flow GAP and ratios
- Implementing cash-flow and stress/scenario liquidity risk analysis

2:30 p.m. – 4 p.m.

Steps to Verifying Your ALM Model

- Getting to know your ALM tool—inputs, calculations and reports
- Discover techniques for validating model assumptions
- How to perform a back-test of ALM risk results