

NORTHWESTERN Banker Newsletter

Vol. 16 No. 47

Des Moines, Iowa

March 7, 1988

Now AIB Takes Training to the Banker

NOW bankers don't have to go to ABA's American Institute of Banking for bank training, as they have for almost 90 years. AIB is coming to them.

"In-bank training is the fastest growing market segment of AIB, and AIB trains more than a quarter of a million men and women in banking every year," said Richard G. Kelley, president of AIB as well as chairman and CEO, Citizens First National Bank of New Jersey, Glen Rock.

"In fact, an AIB survey of large units showed that last year, in-bank training enrollments increased by 100 percent."

Expanding into new spheres, such as in-bank training, is one of many training developments discussed during this year's AIB Leaders Workshops.

These workshops are designed to train AIB professionals in areas such as developing the right mix of courses and seminars for area bankers, or the right mix of inside and outside programs, chapter management, long-range planning, program content, curriculum, program evaluations, research, program marketing, CEO call programs, and an accreditation system.

Throughout the program, new educational products will be on display, and small focus groups will

discuss future product needs and will network about successful programs. These small focus groups and roundtables are integrated into sessions to contribute to peer interaction and encourage open discussion of issues, trends and products.

AIB workshops will be held in several cities around the U.S. to provide a more effective discussion of regional problems and opportunities in banker education.

Locations and dates are as follows: AIB Regions V & VI, March 11-12, The Red Lion Hotel, Salt Lake City, Utah; AIB Regions III & IV, March 18-19, The Peabody Hotel, Memphis, Tenn., and AIB Regions I & II, April 29-30, Adam's Mark Hotel, Indianapolis, Ind.

"Banks are more closely managing the training and development of their people," said Mr. Kelley, "so that they can achieve the proper mix of inside and outside training, which helps banks become more competitive in the new environment in which they operate.

"The ABA is helping the banking industry in this process by providing both high quality external programs, internal programs and materials that can be used in internal programs."

For more workshop information or registration, call (202) 663-5395. □

Iowa News

The Iowa Bankers Association will present a seminar for directors and management entitled "Lead, Follow or Get Out of the Way," on April 5 at the Hotel Savery in Des Moines. Using a discussion group format, the seminar will give participants ideas to improve bank performance. Registration is at 8:00 a.m., and the program runs from 8:30 to 4:30 with a noon lunch. Fee includes lunch and breaks and is \$75 for members, \$100 for subscribers and \$125 for non-members if paid in advance. At the door, fee will be \$20 additional. Register through the IBA office.

* * *

The IBA's 1988 Washington visit will be held April 9-13 at The Westin Hotel. Room reservations must be made through the IBA by March 18. Various special activities are planned for attendees. For more information, contact Barb Lowe at the IBA office.

* * *

The 1988 IBA Marketing Conference, "Maximize Marketing with Sales and Service," will be held April 18-20 at the University Park Holiday Inn in West Des Moines. As usual, the conference will feature the Best of Iowa Banquet and Awards Presentation, which will be held Tuesday night, April 19. Fee is \$165 for members, \$200 for subscribers

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and \$250 for non-members, with \$20 additional if paid after April 15. Tickets to the award banquet only are \$25. A complete program will appear in the April issue of THE NORTHWESTERN BANKER.

IOWA CITY: Among recent promotions at First National Bank was the advancement of Helen Dailey to vice president and cashier. She joined the bank in 1973, served as auditor from 1973-1983 and was named second vice president in 1984.

LE MARS: At Le Mars Savings Bank, several officers have been promoted. They are: Harold H. Harms, vice chairman and senior trust officer; Henry A. Ahlers, president and COO; Norris Hawkins, senior vice

president and trust officer; Ruth Ahlers, senior vice president; Robert Scheitler, vice president and loan manager; Ross Harden, vice president and trust manager, and Gary Mennen, vice president, cashier and operations manager.

MARSHALLTOWN: Richard E. Ingledue has joined the staff of Commercial State Bank as vice president in charge of the agricultural loan department. He previously spent four years in the loan department at Hawkeye Bank & Trust in Eldora.

STANTON: Ivan D. Husa has been elected chairman of the board of Security State Bank. He has served as president since January, 1987.

VINTON: Dennis P. Weiss has been named senior vice president and manager of the loan department at the State Bank of Vinton. Prior to joining the bank in 1983, he worked as a national bank examiner and as a lending officer at banks in Harlowton, Mont. and Eldora, Ia.

Nebraska News

The Nebraska Bankers Association, in cooperation with the FDIC, will present "Call Report Preparation '88," a videoteleconference, on March 22. Registration is at 9:00 and the program runs from 10:00 to 4:00. Participants receive handouts and reference material and a two and a half hour videotape on technical instructions. Fee is \$125 and includes refreshments. The Nebraska site for

this nationwide teleconference is the Holiday Inn in Kearney. For a registration form or more information, contact the NBA.

BELLEVUE: Among recent promotions at the Bank of Bellevue was the naming of Jack G. Brown to vice president and senior trust officer. He will manage the bank's financial planning department. He joined the bank last year as trust officer.

BLOOMFIELD: At Farmers & Merchants State Bank, Executive Vice President Jens J. Jensen has retired. He joined the bank in 1953. He will continue as a director. Succeeding him is Ryan Bloomquist, who has been with the bank for 30 years.

HASTINGS: David W. DeRosear has joined City National Bank and Trust Co. as vice president of commercial loans. He was previously associated with Norwest Bank of Hastings and has 18 years of experience in consumer, real estate and commercial lending.

MINDEN: Kelley Ayres has been promoted from assistant vice president to vice president of First National Bank of Minden.

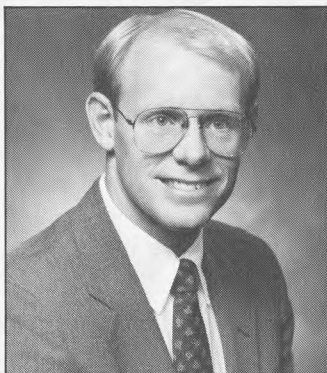
WAUNETA: Mike Borowski has joined the Wauneta Falls Bank as vice president, consumer, commercial and ag loans. He previously served as an ag lender at the Adams Bank and Trust in Ogallala.

Illinois News

NILES: Avenue Bank Northwest has changed its name to First Colonial Bank Northwest. The bank is an affiliate of First Colonial Bankshares Corp.

Wisconsin News

RICHLAND CENTER: Judith L. Davis has been named executive vice president of the Richland County Bank. She has been with the bank since 1970.



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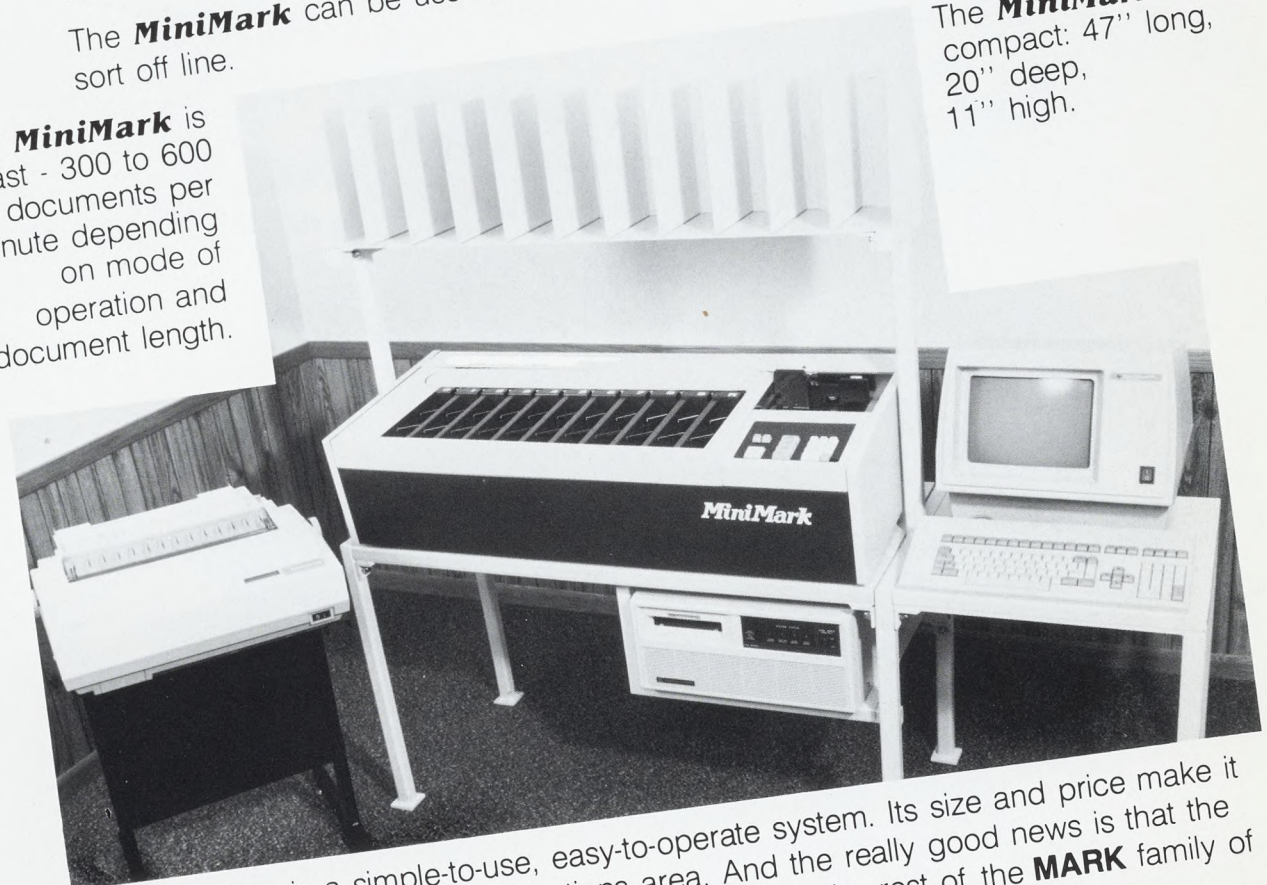
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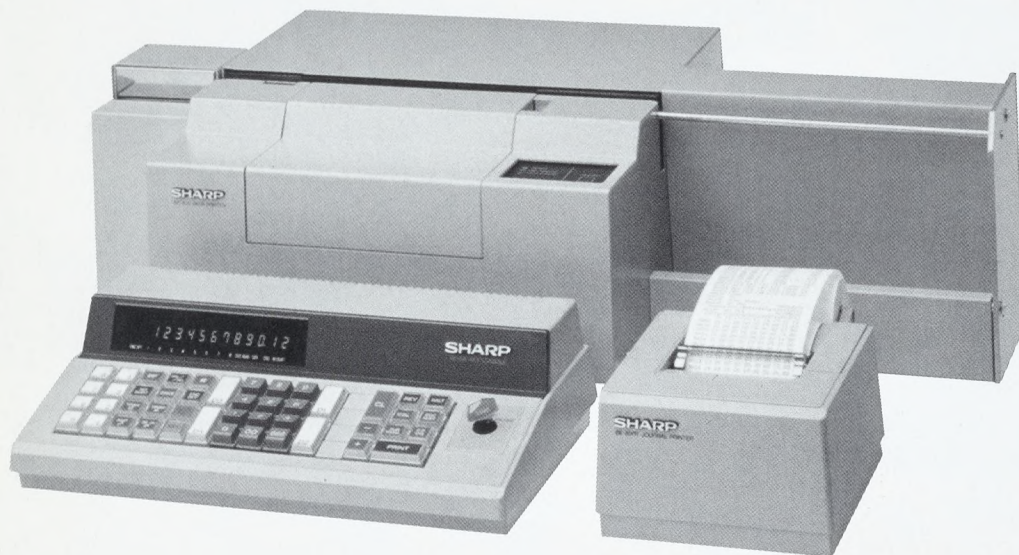
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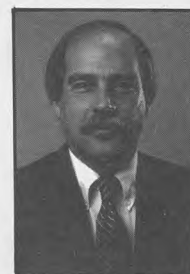
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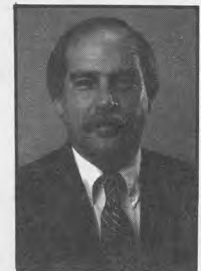
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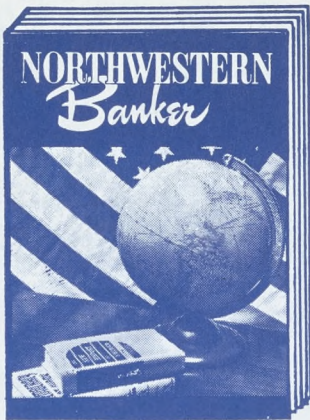


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Speeches Made by Bank Officers
Special Announcements to the Public

BANK

OFFICER TITLE

CITY STATE

4 SDBA to Hold Ag Credit Conference

"A NEW Spirit" is the theme of the 1988 South Dakota Bankers Association Agricultural/Commercial Credit Conference, which will be held April 6 and 7 at the Ramkota Inn River Centre in Pierre. Featured speakers include Floyd Stoner, senior federal legislative representative from the ABA; Jack Whittle, chairman of Whittle and Hanks, a marketing group in Chicago; Richard Brock, president of the commodity marketing consulting firm of Brock Associates; Michael R. Chy, president of Personal Motivation Institute, and Michael McKinley, author of *Wait Until You're Dead Before You Die*.

Pre-registration fee is \$148 per person and includes luncheon, banquet, breakfast, breaks and materials. On-site fee will be \$158. Register through the SDBA office. The complete program follows:

Wednesday, April 6

A.M.

- 8:00 Registration.
9:00 Call to Order, Lynn Schneider, chmn., SDBA Ag/Commercial Credit Committee, pres., Farmers & Merchants Bank, Huron.
Welcome, Larry Ness, SDBA pres., pres. & CEO, First Dakota Natl. Bank, Yankton. "SD Rural Economic Development Program, Ag Bonding Authority & Community Assistance Programs," The Hon. George Mickelson, gov. of S. Dak.
9:30 "How to Make Money in a Rural Bank"—Jack Whittle.

- 11:30 Luncheon and address—Sen. Tom Daschle, sr. member, Sen. ag. committee.

P.M.

- 1:30 "A Practical Guide to Relationship Building with Customers and Non-Customers"—Michael R. Chy.
4:00 Central Filing Update—S. Dak. Secy. of State Joyce Hazeltine.
4:30 Legislative Update—SDBA Exec. V.P. J. I. Milton Schwartz.
5:00 Adjourn.
5:30 Reception.
6:30 Buffet dinner.

Thursday, April 7

A.M.

- 7:00 Buffet breakfast.
8:00 Update: Farm Credit System and National Banking Issues—Floyd Stoner.
9:00 "Chapter 12: One Year Later"—Thomas L. Flynn, Des Moines atty.
10:45 "Trends and Economic Outlook"—Richard Brock.
11:45 "Staying Alive"—Mike McKinley.

P.M.

- 1:00 Adjourn. □

Minnesota News

The Minnesota Metro AIB has announced seminars to be held during March. Dates and topics are: 8th—Analyzing Financial Statements of the Self-Employed Applicant, 10th—Knowing When and How to Sell in Banking, 16th & 17th—Introduction to Lotus 1-2-3, 17th & 18th—Analyzing Financial Statements: Beyond the Basics, 30th—Intermediate to Advanced IRA's, 31st—Procedure Writing for Bankers. All seminars will be held at the AIB office in Minneapolis. For more information, contact Judy Clark at (612) 338-8482.

MAPLETON: J. R. Starkey has been elected chairman of First National Bank, succeeding Robert C. King, who passed away on January 20. Robert L. Schuette has been elected president and cashier. Mr.

Starkey and Mr. Schuette have been with the bank since 1941 and 1961, respectively.

MINNEAPOLIS: Norwest Corporation has announced numerous recent appointments and promotions. They include: Paul G. Sedio, senior vice president and group head of corporate banking services, Norwest Technical Services; Rita B. Chamblin, senior vice president and manager of corporate investment sales for Norwest Investment Services, Inc.; Michael A. Graf, senior vice president and corporate controller for the corporation; Judith W. Mares, vice president and manager director of investments, Norwest Capital Resources; Adaire C. Peterson, vice president and manager of Norwest Capital Management & Trust; John T. Lenertz, vice president and director of administrative services for the banking group of the corporation; Bruce P. Wagner, manager of tax and planning services for Norwest Capital Management & Trust.

MINNEAPOLIS: Marquette Bank Columbia Heights has named David B. Carstensen vice president and manager of consumer lending. He joined the bank in 1971. Michael J. Butala has been named vice president, commercial lending. He has been with the bank since 1977, and his previous positions include installment loan officer and manager of the Fridley office.

MINNEAPOLIS: William H. Quick has joined First Bank System, Inc. as senior vice president and head of corporate development and strategic planning. He most recently served as partner at Bank Street Consulting Group in New York City.

MINNEAPOLIS: Tim McCarthy has joined Marquette Insurance Group as group vice president, benefits division, and Ward Ring has joined the staff as vice president of marketing. Mr. McCarthy previously was advanced sales manager for Great West Life Assurance Company. Mr. Ring was director of sales training for Minnesota Mutual Life.

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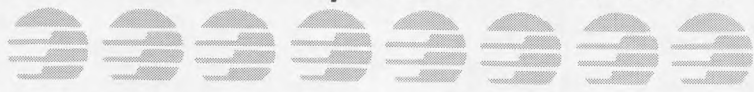
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ST. PAUL: Arthur L. Cooper has been elected senior vice president of St. Anthony Park State Bank. He has 18 years of banking experience, most recently as president of First National Bank in Hutchinson.

ST. CLOUD: Among recent promotions at Zapp Bank was the advancement of Bernie Gruenes to vice president/business development.

SILVER LAKE: Arvid B. Evensvold has been named president and director of the Citizens State Bank of Silver Lake. He will also assume those duties at the First State Bank of Lake Wilson, an affiliate of the Silver Lake bank. He previously served as president of the Hawkeye State Bank in Iowa City, Ia. In addition, Floyd Lhotka was named senior vice president. He has been with the bank since 1956 and had been acting president since last September.

STEPHEN: Among recent changes at Farmers State Bank was the appointment of former President R. C. Johnson to vice chairman of the board, promotion of Vice President Robert A. Brolin to president and cashier, and the addition of Lloyd J. Wang as vice president.

WEST ST. PAUL: Signal Bank has announced it has reached an agreement with the Suburban National Bank of Eden Prairie to acquire the Savage and Highview offices of the Suburban National Bank. Signal Bank has assets of \$100 million. The Savage and Highview offices have combined assets of \$22 million. Signal Bank plans to keep both offices open and to maintain existing staff and services. The acquisition is ex-

pected to be completed in the second quarter of 1988.

Wyoming News

CASPER: Affiliated Bank Corporation of Wyoming and Norwest Corporation have announced they have agreed to end the franchise arrangement entered into by both companies in 1984. They will be proceeding with an orderly conclusion to the relationship although no final date has been announced. The eight banks owned by ABC will be changing their names to Wyoming National Bank. No changes are expected in bank staffs or services.

North Dakota News

The North Dakota Bankers Association will sponsor a Compliance Seminar on March 22 at the Holiday Inn in Bismarck. Featured speaker will be Timothy D. Marrinan, senior corporate counsel for First Bank System in Minneapolis, and an expert on compliance. Registration is at 8:30 a.m. with the seminar running from 9:00 to 3:15. A luncheon is included. Fee is \$110 before March 11 and \$145 after. Contact the NDBA to register.

WILLISTON: Wallace Herreid will join Farmers State Bank on April 1 as vice president.

Colorado News

COLORADO SPRINGS: Darold L. Drew and Gary L. Kehr, both formerly of Pueblo Bank and Trust in Pueblo, have joined Central Bank of Colorado Springs in the commercial lending department. Mr. Drew has been named senior vice president and business loan manager. Mr.

Kehr has been named vice president, business banking.

DENVER: United Banks of Colorado, Inc. announced on February 26 that it has filed an application with the Comptroller of the Currency to merge United Bank of University Hills into United Bank of Cherry Creek. Both banks are in Denver. At year-end 1987 the University Hills bank had assets of \$10.3 million and the Cherry Creek bank, \$56 million.

DENVER: Matthew J. Lynett has been named senior vice president at United Bank of Denver. Manager of executive and personal banking, he joined the bank in 1979.

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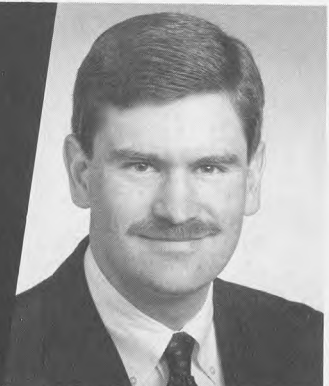


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405 Main Ames, Iowa 50010

Donald E. Holder, Principal

POSITIONS AVAILABLE

TRUST MARKETING - large urban bank. Requires degree and trust experience. \$35K

REAL ESTATE LOAN - single family residential and secondary market experience required. Proximity of major metro area. \$40K

LOAN REVIEW - large bank experienced required. Both junior and senior level positions available. \$28-\$40K

COMMERCIAL LENDING - V.P. positions in urban and large suburban banks. Personal portfolios from \$20MM to \$50MM. \$40K

BRANCH MANAGER - handle small business and consumer credits. Med-size community affiliate of multibank holding company. \$24K

Additional listings for commercial lending and trust officers. Resume requested.

TOM HAGAN & ASSOCIATES

P.O. Box 12346/204 Swift
North Kansas City, MO 64116
816/474-6874

"Serving the Banking Industry Since 1970"

POSITIONS AVAILABLE

PRESIDENT—Are you ready to step up to the #1 position? Dynamic trust company seeks a proven manager for its office in western Minn. Must be a generalist with 5+ years trust exp. Your commitment to the local community is a plus! Salary To \$60K. Job #NW2911

AG LENDER—Are you seeking growing bank in a larger community? Profitable well managed South Dakota bank has a unique opty. for a team player with 5+ years ag lending exp. Your exp. with small grains and cattle lending a plus! Salary To \$40K. Job #NW2954

SENIOR LENDER—Are you at a dead end? This mid-sized bank in southern Minn. seeks an industrious growth minded lender. Desire 4+ yrs. com'l and ag lending exp. and proven mgmt. Position yourself with a successful bank! Salary To \$50K. Job #NW2953.

FOR MORE INFORMATION
CONTACT PAUL GENTZKOW
OR SUE KEITHAHN



ROBERT HALF OF MINNESOTA, INC.

3636 IDS Center
Minneapolis, MN 55402
(612) 339-9001

ALL FEES COMPANY PAID