

Financial Managers Society, Inc.

# THE BUILDING BLOCKS OF FUNDS TRANSFER PRICING (FTP)

## Webinar

September 16, 2008  
2:00 - 3:40 pm Eastern Time

Visit [www.fmsinc.org/webinars](http://www.fmsinc.org/webinars) to register today.

### What You'll Learn

Funds transfer pricing is a critical measuring prerequisite for understanding sources of Net Interest Margin (NIM) contribution, desegmenting NIM risks, establishing loan & deposit pricing discipline and determining product and customer profitability. This 100-minute webinar will examine the basics of the "best practice" matched-term transfer pricing methodology, providing a simple and practical unraveling of its complexities, mysteries and strategic value.

### Who Should Attend

Anyone from a community financial institution that is responsible for FTP would benefit from this session, including: CFOs and CEOs, Accountants and Controllers, Financial Analysts, Investment Officers, Treasurers and ALM Managers

### Faculty

**Orlando B. Hanselman**, Education Programs Director,  
IPS-Sendero Institute

### Earn 2 CPE credit hours

*Only registered attendees of the live program are eligible for CPE credit.*

**Level:** Basic to Intermediate | **Prerequisites:** None

**Advance preparation:** None

**Field of Study:** Accounting

**Instructional Method:** Group – internet based

### Agenda Highlights

- Understand the net interest margin
- Define FTP issues
- Review the requirements of "Best Practice" FTP process
- Define Matched-Term Transfer Pricing
- Explore the Matched-Term methodology
- Understand Match-Term FTP requirements
- Review the FTP Center
- Gain insights into transfer pricing Indeterminate Maturity loans and deposits
- Identify Transfer Pricing Curve alternatives & adjustments

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**For more information regarding administrative policies such as complaints or refunds call 800-ASK-4FMS (800-275-4367).**

### Refunds and Cancellations

Registrations are non-refundable. Registrants who do not attend the live online seminar will be given access to the recorded session on-demand.

### Registration Fees

FMS Members: \$225

Non-Members: \$250

Register online at [www.fmsinc.org/webinars](http://www.fmsinc.org/webinars)

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*Please Note: CPE is not available for self-study and cannot be earned by viewing the recording alone.*

# PRICING LOANS & DEPOSITS FOR GROWTH AND PROFIT

## Webinar

September 25, 2008  
2:00 - 3:40 pm Eastern Time

Visit [www.fmsinc.org/webinars](http://www.fmsinc.org/webinars) to register today.

### What You'll Learn

Challenged by constantly increasing pricing complexities and competitive pressures, financial service organizations are suffering plummeting net interest margins. Understanding pricing strategy and significance are critical to gaining a competitive advantage. Explore pricing strategies and learn about price elasticity. Using matched-term funds transfer pricing as a rational starting point for sound pricing, discover how to establish risk-adjusted loan and deposit pricing customized to your institution and tailored to your customers.

### Who Should Attend

Financial institution executives seeking to understand pricing concepts and effectively design and use pricing strategy to achieve improved organizational profitability would benefit from this program.

### Faculty

**Orlando B. Hanselman**, Education Programs Director,  
IPS-Sendero Institute

### Earn 2 CPE credit hours

*Only registered attendees of the live program are eligible for CPE credit.*

**Level:** Basic to Intermediate | **Prerequisites:** None

**Advance preparation:** None | **Field of Study:** Finance | **Instructional Method:** Group – internet based

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### Refunds and Cancellations

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### Registration Fees

FMS Members: \$225

Non-Members: \$250

Register online at [www.fmsinc.org/webinars](http://www.fmsinc.org/webinars)

### Agenda Highlights

- Understand pricing complexities and challenges
- Learn key requirements for sound, customized pricing
- Explore price elasticity and other essential factors for strategic price management
- Discover using matched-term funds transfer pricing as a starting point for rational pricing
- Gain insights into use of capital assignment to achieve true risk-based pricing
- Leave with four pricing formulae to guide loan and deposit pricing decisions.

### Bonus for attendees of the live program!

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