

<i>Bank Directors' Guide to Controlling Credit Risk</i> by Dr. William F. Staats	\$9.95
<i>Key Concepts of Financial Management for Bankers (second edition)</i> by Dr. William F. Staats	\$28.50
<i>The Basics of Bank Investments (third edition)</i> by Dr. Paul D. Cretien	\$15.95

These books may be ordered
online through our home page,
www.gsblsu.org. Just click on
Books and complete and submit
the order form. You may also
contact the GSB office (1-888-
278-0025) for additional
information on these publications.

ALL IN THE FAMILY

As a 1988 graduate of the school, Richard H. Davis, President and Chief Executive Officer of Citizens Bank, Columbia, Mississippi, knows the value of a banking education. So dedicated is he to the school that he made sure that his three sons attend even though two of them work for competing banks in the same town. R. Scott Davis, Chief Financial Officer of First Southern Bank, finished in 2007, as did Chad C. Davis, Vice President of Community Bank in Hattiesburg. Nicholas S. Davis, Vice President of First Southern Bank in Columbia, graduated with the Class of 2009. It is likely that at family gatherings, the topic of “banking school” is discussed. How long before the next generation of the Davis family enrolls?

BANK DIRECTORS' GUIDE TO CONTROLLING CREDIT RISK

The Graduate School of Banking at LSU has published a book entitled Bank Directors' Guide to Controlling Credit Risk. The author, Dr. William F. Staats, for thirty years was the Hermann Moyse, Jr., Distinguished Professor of Finance and Louisiana Bankers Association Chair of Banking at Louisiana State University. Dr. Staats was a founding director of a community bank and was appointed by the Federal Deposit Insurance Corporation as a founding director of the nation's first bridge bank. In addition, he has served as an expert witness in more than 25 legal cases involving the duties of bank directors and officers. Each of those cases involved a failed institution. Staats has examined the files related to several hundred loans at failed banks and savings and loan associations.



Find us on Facebook

The school has a page on Facebook which you will want to check from time to time. Announcements will be posted there regarding new faculty, new trustees, recruitment activities, and other school developments of interest to students and graduates. Please send us any of your professional activities that you wish your fellow bankers to know about and we will post them on our wall. Information about access to Facebook may be found on our website at the bottom of our home page.

NORTH CAROLINA

- T. Olin Davis ('96) Executive Vice President and Chief Credit Officer, East Carolina Bank, Engelhard

- C. Tim Britton ('02) Vice President and Market Executive in the Pitt County Market, East Carolina Bank, Greenville

OKLAHOMA

- Steve McDaniel ('05) Senior Vice President, Senior Lender, and Credit Officer, Great Nations Bank, Norman

- Dean A. Miller ('05) Senior Vice President and Senior Compliance Manager, Bank of Oklahoma, Tulsa

TEXAS

- Cleve T. Breedlove ('77) Chief Executive Officer, Access 1st Capital Bank, Denton

- Ricardo Ramirez ('09) President, International Bank of Commerce (IBC Bank), Zapata

- Clayton Ready ('06) Senior Lender/Senior Vice President, BancorpSouth, Marshall

VIRGINIA

- Russell G. Brown ('07) Regional President, Union First Market Bank, Warsaw

MOVING UP

Updates on Graduate School of Banking
at LSU Students and Graduates

ALABAMA

- Robert W. Dumas ('81) President and Chief Executive Officer, Auburn Bank, Auburn, was elected President of the Alabama Bankers Association at its recent 117th Annual Convention

ARKANSAS

- Patrick J. Anderson ('90) Chairman, Simmons First National Bank, Pine Bluff

- David Dowd ('99) President and Chief Executive Officer, Cross County Bank, Wynne

- Brent W. Lutz ('89) Executive Vice President—Area Credit Officer, BancorpSouth, Little Rock

LOUISIANA

- Jane T. Cline ('10) Senior Vice President, Hancock Bank, Baton Rouge

- Mike W. McGee ('07) Senior Vice President, Marion State Bank, Sterlington

MISSISSIPPI

- Curtis J. Larsen ('06) Market President, Citizens National Bank, Jackson

In order to stay up-to-date with you and the news, we need your help. Please notify the school office of your promotions, moves, and any other information you think the other graduates would like to know. We would also appreciate notification of any changes in your mailing or e-mail addresses. You may send these updates directly to donw@gsblsu.org.



GRADUATE
SCHOOL of
BANKING

AT LOUISIANA STATE UNIVERSITY

BancGrad Update

from the *Campus of Louisiana State University*

FROM THE DIRECTOR



Each June a group of successful and happy bankers walk across the stage in the LSU Union Ballroom to receive their diplomas and handshakes from the president of the school, and return to their banks to spend a productive summer without having to anticipate the fall deadline schedule of bank study projects which must be completed before the 15th of each month. This burden removed, they look forward to spending weekends with their families, attending football games, watching games on television, fishing, or other leisurely activities.

So, it might surprise one to learn that the most frequently received comment from recent grads relates to the fact that they miss working on the bank study projects. Many comment that they have the feeling in the fall that “they are missing something.” Such feelings are understandable since graduates have spent ten months in the prior two years laboring to complete projects and being unable to attend weekend sports events and taking time away from their families. The general consensus of opinion of grads is that, although time consuming, the projects are valuable educational tools and they certainly would not like for bankers who follow them in the program to be required to complete fewer projects.

Frequently Asked Question—Why doesn’t the school provide an employment service by publishing a list of students and graduates who are seeking employment? The answer to this question is quite simple. Bank management sends young officers to the school to improve their knowledge of the banking business in the hope that they return to the bank and employ their newly gained knowledge to improve the profitability of the bank. A few banks have stopped sending their officers to the school because their students found other employment during the session or following graduation. Because of these potential problems, the school has carefully avoided any activities that might appear to be in the job placement arena. The school does not make lists of students or graduates available to bank personnel recruiters or to “head hunters.”

The school is offering a limited employment service to **unemployed** graduates and students who have been caught by the adverse economic and banking environment. See “New Service” in this issue.

Don L. Woodland

Don L. Woodland
Executive Vice President and Director

SOUTHERN EXPOSURE

For the past three years, the school has offered, in cooperation with the bankers association in Monterrey, Mexico, a seminar dealing with current economic conditions in Mexico and the U.S. The seminar was presented in early December 2010 and was very well attended by our graduates and other bankers in Mexico. Dr. Tom Payne, who is a co-leader with Dr. David Kohl in the senior course Interpreting Economic Change at the school, offered the program and did his usual outstanding job. We greatly appreciate the long relationship we have with the banks and the bankers association in Monterrey. We look forward to enrolling another good freshman class of Mexican bankers.

Further south, following the 2010 Session, offices of the school were visited by senior representatives of the bankers association of the Republic of Panamá. The association desired to have in their country an advanced professional education program in banking and chose GSBLSU as their model after reviewing other programs in the U.S. and Europe.

In early February, the school will offer a one-week program entitled “Banking Leadership” for banks in Panamá. There are only seventeen national banks in the country, but almost 100 international banks have operations there. We look forward to a mutually beneficial relationship with the Panamá Bankers Association.

GONE BUT NOT FORGOTTEN

For the first time in over twenty years, the junior course Managerial Economics will not be taught by Dr. Loren Scott, nor will he teach in Dr. Willie Staats’ Monetary Economics course. For many years, these two outstanding professors have made the “dismal science” shine at the banking school.

Dr. Scott has taught literally thousands of bankers, and throughout his tenure at the school has maintained top ratings by the students. Whenever banking school graduates gather, the question always arises, “Is Dr. Scott still teaching?” and this comment is followed by a testimony of how valuable his class has been to their banking careers.

While retiring from the school’s faculty, Loren is continuing his consulting activities and speaking engagements. He will be missed this May by the faculty and students of the school.



THE 62ND SESSION OF GSBSLU

View of LSU Quad



As a graduate of the School, you are in a unique position to recommend the program to your associates and others. Just call the school's office (1.888.278.0025) and we will contact the prospective students and send appropriate materials. Applicants may also apply on-line by clicking on **Application**.

The 62nd session will be held May 22 – June 3, 2011 on the L.S.U. campus, and we are currently accepting applications.

NEW TRUSTEES

The Graduate School of Banking at L.S.U. is governed by a board of trustees consisting of the chief executive officers of the fifteen sponsoring state bankers associations and fifteen banker/graduates, one from each of the sponsoring states. Also sitting on the board are the president and president-elect of the school, immediate past president, and the executive vice president. The appointed banker/trustees serve two-year terms and may serve two consecutive terms.

At the fall meeting in October, 2010, seven new banker/trustees were welcomed to the board and one new state association executive joined the management team. New banker/trustees serving on the board are:

Jay B. Forrester ('06) Senior Vice President Georgia Bank & Trust Company Augusta, GA	Bill C. Lee ('80) Community Bank President Arvest Bank Carthage, MO
B. Terry Keltz ('07) President Brady National Bank Brady, TX	W. Art Stevens ('95) President Trustmark Bank, MS Region Jackson, MS
Guy M. Labbé ('00) EVP and CFO St. Martin Bank & Trust St. Martinville, LA	Brian K. Williams ('02) Senior Executive, Commercial Banking First Farmers & Merchants Bank Columbia, TN

For the past three years, Pat Anderson, Senior Vice President, Simmons First National Bank, Pine Bluff, has done an excellent job representing the school in Arkansas. In November, he was promoted by his bank and moved to Kansas to head a group of banks acquired in that state, and his position on our board is filled by J. R. "Rick" Pierce, Vice President/Commercial Loans of Simmons First. We wish Pat much success in his new position, and look forward to working with Rick.

Joining the board for his first meeting was the president of the Texas Bankers Association, Eric Sandberg. As CEO of the association, Eric holds a permanent position on the board. Eric, and a couple of his executives, visited the session last May to become familiar with the school's operations.

The principle responsibility of the appointed banker/trustees is to promote the school and its programs in their states. Enrollment goals are assigned to each state, and the trustees attaining their goals are recognized at the trustees meeting with a modest monetary award.

WEBINARS

In the last two years, we have conducted, in cooperation with MZ Bierly Consulting, a series of webinars dealing with the general topic of providing and marketing quality services. The last two seminars, "The First Two Calls on a Prospect - 5 Proven Techniques for Building Momentum" and "5 Strategies for Staying Top of Mind with Your Prospects," were extremely well received by our students and graduates. Bierly reported that an estimated 860 attendees participated in the three seminars.

We are offering this spring two additional seminars by Bierly. Watch your email for an announcement of these quality programs. As many people in your bank as desired can participate in the program for a price of \$225.00, a true educational bargain.

Check It Out

Email addresses for students and graduates are listed on our website, but only if requested. If you would like to have your email address shown in the directory, please send your address to donw@gsblsu.org and request that it be listed on our home page.

Attention Alumni

A new page has been added to the school's website. The page is intended to make it easier for you, our alumni, to refer potential students to the school.

Go to our home page and click on **Students** at the top of the page, then on **Attention Alumni** on the left side of the page. A form will appear which permits the sending of a recommendation. Alumni who send recommendations will receive a nice gift from the school. We look forward to receiving your suggestions of candidates.

NEW SERVICE

The relatively large number of bank failures in 2010 has left some of our graduates unemployed, and budget constraints at banks have also placed graduates in the job market. We can certainly empathize with the young banker who has a family to support and has lost employment through no fault of his/her own.

To assist these bankers who have been adversely affected by economic conditions, the school is offering a new service to its graduates and current students who are unemployed. Positions available in banks will not be posted, but a banker seeking to hire a new officer may make contact with an unemployed graduate listed in the service. The school will not provide academic records to any bank without the concerning student's written approval, nor is the school able to supply personal recommendations to potential employers.

To be included in the service, an unemployed graduate or student must provide the following information which will be posted on our web page (www.gsblsu.org). The tab on our front page is "Job Search."

- Name and year of graduation from GSBSLU (*name will not be posted on the Web*)
- Contact information - email address
- Asset size of previous employer
- Position desired (*e.g. commercial lending, operations, funds management*)
- Number of years banking experience in commercial lending, etc.
- Preferred location (*city, state, or region*)

This information will appear on our website in the following sample format:

"GSBSLU 1999 graduate with 10 years' experience in commercial lending in a \$500 million bank seeks position in a southeastern state. For a complete resume, contact jjjones@yahoo999.com."

Unemployed graduates interested in the program should send the above information to Don Woodland at donw@gsblsu.org. We hope this service is of value to our graduates.

NEW LEADERSHIP

Installed at the Fall Meeting of the Board of Trustees was a new leadership team which will serve two years in its new role. The new president is John Womack, Chairman and CEO of Arvest Bank in Little Rock, Arkansas, and a 1990 graduate of the school. John has served a two-year term as president-elect, and for four years was a trustee representing his state on the Board. Several years ago, while employed in Oklahoma, John was a trustee from that state. He is also a judge who evaluates the performance of the Bank Management Simulation teams during the annual session. He brings to the position of president a thorough knowledge of the school and its goals and the dedication of an experienced banker who values professional education.

Elected to the position of president-elect was John Jordan, President and CEO of The Community Bank of East Tennessee, Clinton, Tennessee, and a 1978 graduate. For many years John has served on the Bank Management Simulation faculty and has also conducted the simulation program to the participants in the Professional Master of Banking Program. Not only is John an outstanding faculty member, but he has served as an effective appointed trustee of the school representing the state of Tennessee.

The new chairman of the Board is Bruce Whitehurst, President and CEO of the Virginia Bankers Association. One of the original sponsors of the school, Bruce served a two-year term as chairman-elect and will move to the president's position in 2013.

Bradley Barrett, President of the Tennessee Bankers Association will serve a two-year term as chairman-elect. For many years, Brad and his association have been strong supporters of the school and actively assist the school's marketing efforts in Tennessee.

Thomas Darnell, President, BancorpSouth, Hinds County Division, Jackson, Mississippi, who served two years as president of the school, was elected to the position of immediate past president and will serve a two-year term in this position. He replaces Stephen David, President and CEO of Peoples Bank & Trust, New Roads, Louisiana, who rotates off the board after serving six years in leadership positions at the school.

The school is fortunate to have this dedicated team in leadership positions. The involvement of individuals of this caliber assures the continued success of the school.

OUTSTANDING FACULTY

The greatest asset the school has is its faculty, and we are fortunate to have a group of individuals who are knowledgeable in their fields, enjoy teaching, and are dedicated to educating young bankers. Several of these faculty members have shared their knowledge with students at the school for over 20 years.

One such person recognized at the October Trustees Meeting was James T. Sartain, President and Chief Executive Officer and member of the Board of Directors of FirstCity Financial Corporation in Waco, Texas, who has taught the freshman course in Basic Credit Analysis for 25 years. FirstCity Financial Corporation is a publicly traded company on the U.S. NASDAQ stock exchange (NASDAQ-FCFC). A 1982 graduate of the school, he brings to the course extensive practical knowledge of the area gained through over 37 years of experience in the financial services industry—17 years of that experience was obtained in commercial banks in Texas.

Jim joined J-Hawk Corporation (predecessor of FirstCity) in 1988, serving as Chief Operating Officer and President. In 1995, he assumed a Director's role, and has served as Chief Executive Officer since 2001. In his duties he has overseen all aspects of the Company's investments and operations for over 20 years, during which time the Company purchased and managed \$11.3 billion of distressed debt. He led FirstCity's successful expansion into national and international markets, building strong relationships with capital and financing partners, and investing in a wide variety of asset classes. He has also forged the establishment of the company's many successful business venture subsidiaries, such as Drive Financial Services, American Business Lending, and FirstCity Crestone in the U.S.; MCS et Associés, S.A. in Paris, France; HMCS-Rhon Limited in Hanover, Germany; Servicios Integrales de Cobranza, S.A. in Santiago, Chile; and FirstCity Mexico, SA de CV in Mexico City, Mexico. FirstCity and its subsidiaries currently manage a \$3.6 billion portfolio, employing over 1,200 people in six different countries.

Jim serves on various civic boards and committees and remains active in the Waco community. He has been awarded lifetime membership status in the Waco Chamber of Commerce and has served as President and is on the Board of Directors of the Baylor University Letterman's Association. He has also served on the Heart O' Texas Fair and Rodeo Board, as well as on the Advisory Board of the Hankamer School of Business at Baylor University.

We are indeed fortunate to have Jim on our faculty. In addition to his classroom contributions, Jim gives annually to the school's scholarship fund which assists bankers who are near graduation and have lost their employment. His generosity has meant much in the personal lives of many young bankers.

GENEROUS BANKERS

On his way to his first session of GSB, a Georgia banker was killed in an automobile accident leaving a wife and two small children. A scholarship fund was established for the children at his bank and donations were sent to the fund from bankers attending the 2010 Session. The Class of 2010, after paying all of its bills related to senior activities, had surplus funds and in mid-October sent a check in the amount of \$6,081.09 to the children's educational fund of the deceased banker. Acts like this reveal the true character of bankers.

