

1. ANNUAL OUTSOURCED TRAINING EXPENDITURES (\$)

Include	<ul style="list-style-type: none"> Estimated annual costs for third party training services/ outsourcers. Retail includes teller and branch procedures training if outsourced. Leadership includes banking schools, i.e. Stonier. Industry conferences includes state conferences and vendor user groups. College tuition includes portion paid by your institution for college reimbursement.
Exclude	<ul style="list-style-type: none"> Non-employee Board member training

	Outsourced Training Service Costs \$
Retail Training	
Management & Leadership Development	
Industry & Vendor User Conferences	
College Tuition Reimbursement	
Other Training	

2. RETAIL TRAINING FTE

Include	<ul style="list-style-type: none"> Coordinating, developing and delivering formalized training on branch systems, policies and procedures
Exclude	<ul style="list-style-type: none"> Routine branch manager training/coaching (see 'Branch Management' [01]) Sales Coaching (See 'Other Training' [17C])

Answer: _____

Format: 0.00

3. MANAGEMENT AND LEADERSHIP DEVELOPMENT FTE

Include	<ul style="list-style-type: none"> Coordination and leadership of internal management development training program (i.e. conducting meetings of trainees, progress reports, coordination of project work) Coordination of outsourced third party leadership trainer/coach Management of overall training program
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Answer: _____

Format: 0.00

4. ALL OTHER NON-RETAIL TRAINING FTE

Include	<ul style="list-style-type: none"> Coordinating, developing and delivering training on topics including institution-wide security/compliance, sales coaching, system roll-outs (e.g., CRM), non branch policy and procedure
Exclude	<ul style="list-style-type: none"> Routine manager training/coaching (include in respective management sections, e.g., deposit ops) Branch-specific systems, policy, procedure training (See 'Retail Training' [17C]) Management of overall training program

Answer: _____
Format: 0.00