Continuing Professional Education
Program Courses

Registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education (CPE), First Empire Securities is a resource for industry professionals to stay current on the latest issues in the fixed income sector. The Continuing Professional Education Program features financial, investment product and regulatory courses taught by the firm’s financial strategists, balance sheet analysts and regulatory specialists.

In accordance with the Standards of the National Registry of CPE Sponsors, CPE credits are measured on program length, with one 50-minute period equal to one CPE credit. One-half credit increments equal to 25 minutes are permitted after the first credit has been earned. The instruction for all the below courses will be either Group Live or Group Internet based. No advance preparation or prerequisites are required to participate.

General Financial Education

**Fixed Income Portfolio Management**
50–75 min. (1–1.5 CPE Credits) – Program Level: Overview
Field of Study: Finance
An overview of the essential building blocks of a fixed income investment portfolio relative to bond sector, product structure and security maturity.

**Objective:** Participants will obtain a greater understanding of various fixed income portfolio products and strategies, with particular emphasis on the benefits of building a cash flow ladder that performs in rising, falling and static interest rate environments.

**Portfolio Analysis**
50–75 min. (1–1.5 CPE Credits)
Program Level: Overview – Field of Study: Finance
A comprehensive analysis of the investment portfolio, including current portfolio holdings, cash flow and rate shock scenarios.

**Objective:** Participants will learn to analyze investment portfolio performance, in addition to formulating future strategies and benchmarking requirements, if applicable.

**Investment Strategy Considerations in a Rising Interest Rate Environment**
50 min. (1 CPE Credit) – Program Level: Basic
Field of Study: Finance
This session will provide a review of fixed income portfolio strategies with a specific look at various asset classes that typically fare better during a rising rate environment.

**Objective:** Participants will obtain a greater understanding of various fixed income portfolio products and strategies, with particular emphasis on the benefits of building a cash flow ladder that performs in rising, falling and static interest rate environments.

**Economic Overview and Interest Rates**
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Economics
A strategic overview of macroeconomic factors that may affect the overall direction in interest rates.

**Objective:** Participants will learn about various environmental factors and their subsequent impact to both earnings and asset valuation.

**Essential Elements of an Effective Investment Policy**
50 min. (1 CPE Credit) – Program Level: Basic
Field of Study: Finance
Our Office of Regulatory Affairs will discuss recent trends on the regulatory front and the requirements necessary for institutions to develop an investment policy.

**Objective:** Participants will learn the necessary requirements to meet an institution’s investment objectives, including the need for safety, liquidity and yield.
General Financial Education (Cont’d.)

Efficient and Effective Cash Management
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
The course will demonstrate the advantages of active portfolio management using various investment strategies that provide flexibility and efficient cash flow management.

Objective: Participants will be instructed on how to identify, manage and mitigate risk, while considering specific liquidity requirements, internal cash flows, asset allocation and investment portfolio philosophies within various interest rate cycles and economic conditions.

Top Examiner Concerns on ALM* (CU, BK)
50–75 min. (1–1.5 CPE Credits) – Program Level: Overview
Field of Study: Finance
Our Office of Regulatory Affairs will review the current regulatory environment regarding balance sheet management, including newly adopted rules, policy statements and other guidance affecting financial institutions.

Objective: Participants will gain insight from a former examiner on how to meet today’s regulatory expectations while maintaining a balanced risk-based approach.

What the Board Needs to Know About ALM* (CU)
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
Examiners expect your board members to know more and more about ALM, but where can you find Board education? Our Office of Regulatory Affairs will review what they are seeing examiners bring to the attention of board of directors and what your board is expected to know about ALM regulations.

Objective: Participants at the executive and/or directorate level will receive an overview of core knowledge on ALM from a former examiner’s perspective.

Basics of Interest Rate Risk Management *(CU)
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An introduction to Asset Liability Management for financial institutions.

Objective: Participants will obtain an understanding of the process of measuring, monitoring, and managing interest rate risk.

Managing Liquidity and Balance Sheet Risk* (CU, BK)
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
This session will review best practices for managing liquidity and other balance sheet risk factors. It will specifically review cash flow forecasting techniques, how to quantify liquidity needs, and cost-saving validation solutions. Regulatory requirements for liquidity will also be discussed.

Objective: Provide participants with a basic understanding of principles for effective liquidity management.

Basics of ALM* (CU)
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An introduction to asset liability management for financial institutions.

Objective: Participants will obtain an understanding of the process of measuring, monitoring and managing the four areas of risk: interest rate risk management, earnings management, liquidity management and capital utilization.

*Courses only applicable to sectors as noted.
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**General Financial Education** (Cont’d.)

**Balance Sheet Strategies* (CU)**
75 min. (1.5 CPE Credits) – Program Level: Overview
Field of Study: Finance
A detailed review on how financial institutions can build capital in a low interest rate environment.

*Objective:* Participants will obtain a thorough understanding of various balance sheet management strategies to enhance ROI for your institution.

**State of the Credit Union Industry**
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
The session will provide an overview of the credit union industry’s consolidated balance sheet based on current call report data to highlight trends in loan growth, investment allocation and shifts in deposit mix.

*Objective:* Participants will learn about capital utilization, liquidity and margin trends, as well as recent and historical operating and income ratios, to identify areas of competitive strength and weakness.

**Product Specific Education**

**Negotiable Certificates of Deposit**
50 min. (1 CPE Credit) – Program Level: Basic
Field of Study: Finance
An overview of the risk factors and opportunities associated with FDIC insured negotiable certificates of deposit.

*Objective:* Participants will learn that liquidity associated with negotiable CDs can be an important component of a fixed income portfolio.

**SBA Securities**
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An overview of the securities issued by the U.S. Small Business Administration (SBA). The SBA is an independent agency created by Congress to aid, counsel and protect small businesses. Depository institutions can benefit from two fixed rate programs that the SBA utilizes: SBA 504 and SBIC Trust Certificates.

*Objective:* Participants will learn how to analyze and evaluate SBA securities along with the respective pros and cons of their structures, their degree of safety and inherent risk factors.

**Mortgage-Backed Securities (MBS)/Pass-Throughs**
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An overview, with current market color and commentary, of the risk factors and opportunities associated with various fixed-rate mortgage pools issued by FNMA, FHLMC, and GNMA, including: 10-yr, 15-yr, 20-yr and 30-yr collateral.

*Objective:* Participants will learn how to utilize this amortizing product to build a cash flow ladder in a fixed income portfolio, while analyzing each bond using associated Bloomberg screens.

*Courses only applicable to sectors as noted.*
Product Specific Education

MBS/Adjustable-Rate Mortgages (ARMS)
50 min. (1 CPE Credit) – Program Level: Basic
Field of Study: Finance
An overview, with current market color and commentary, of the risk factors and opportunities associated with various agency-issued adjustable-rate mortgages.

Objective: Participants will learn how to analyze bonds while examining how to utilize this variable-rate product to offset interest rate risk and improve cash flow in a fixed income portfolio.

MBS/Delegated Underwriting Services (DUS)
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An overview, with current market color and commentary, of the risk factors and opportunities associated with specialized mortgage pass-throughs that utilize multi-family loans.

Objective: Participants will learn how to evaluate securities backed by DUS balloon mortgages as part of a fixed income portfolio, while analyzing each bond.

Agency Collateralized Mortgage Obligations (CMOs)
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An overview, with current market color and commentary, of the risk factors and opportunities associated with multi-class securities backed by Agency/MBS pools issued by FNMA, FHLMC, and GNMA.

Objective: Participants will learn how to analyze various structures, including sequentials and planned amortization classes (PAC), to add greater cash flow certainty and defined maturity dates to a fixed income portfolio.

Municipal Bonds
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An overview, with current market color and commentary, of the risk factors and opportunities associated with debt securities that are issued by states, cities, counties, and other governmental entities.

Objective: Participants will learn about tax-exempt and taxable bond issues to build schools, highways, hospitals, sewer systems and other projects for the public good. The role of Nationally Recognized Statistical Rating Organizations (NRSOs) is also presented, along with a thorough review of the crediting ratings spectrum.

Corporate Bonds
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance
An overview, with current market color and commentary, of the risk factors and opportunities associated with debt securities issued by public and private companies. Examines the various issuances of general unsecured debt including commercial paper, medium-term notes, and global issues.

Objective: Participants will learn about various corporate bond structures including non-callables, callables, floating rate, and fixed-to-floating rate. The role of Nationally Recognized Statistical Rating Organizations (NRSOs) is presented, as well as a thorough review of the credit ratings spectrum.
Product Specific Education (Cont’d.)

Agency Bonds (GSEs)
50 min. (1 CPE Credit) – Program Level: Basic
Field of Study: Finance

An overview, with current market color and commentary, of the risk factors and opportunities associated with debt issued by government-sponsored enterprises (GSEs), including FNMA, FHLMC, FHLB and FFCB.

Objective: Participants will learn how to analyze all agency bonds, along with the respective pros and cons of all their structures, including: bullet, callable, step-up, canary, cushion and fixed-to-floating rate.

Asset-Backed Securities
50 min. (1 CPE Credit) – Program Level: Overview
Field of Study: Finance

This session will provide a basic understanding of the asset-backed securities sector, while reviewing related benefits and risk factors. Discussion will focus on securities backed by credit card, auto loan and student loan assets.

Objective: Provide participants a general understanding of asset-backed securities and the related benefits/risks.