



# 2024 Webinar Series

Join us each month at 10:30am (Central)  
for our Monthly Webinar Series.

*Register online at [haberfeld.com/webinar-series](https://haberfeld.com/webinar-series)*

## Ongoing Training

**JANUARY 17**

Communicate, set expectations, lead the charge, and make a difference! Are you ready to lead your team to the next level of excellence? Join this webinar for tips and insights to champion your strategy and engage ongoing training efforts in your branch.

## Local Advantage

**FEBRUARY 21**

Competition for deposits is fierce and being a community financial institution gives us a distinct advantage over the "Big Banks," especially when it comes to community involvement. Getting involved and standing out as a leader in the communities we serve are key components in supporting our communities. This webinar will equip you with ideas on how to connect with people in your community through schools, business networking groups, not-for-profit organizations, and more.

## Professional Presence

**MARCH 20**

Having a professional presence is especially important in the financial service industry. Professional presence can encompass our attitudes, our body language, what we say, and how we dress. Join this webinar for tips on perfecting your professional presence.

## Omnichannel Service

**APRIL 17**

Our clients interact with us over a variety of different channels and have access to us 24 hours a day. This is wonderful for our clients, and it forces us to acknowledge a variety of service delivery methods to maximize every opportunity for exceptional service across all channels.

## Getting the Most Out of Symposium

**MAY 8**

The annual Haberfeld Symposium is one of our favorite events of the year! Haberfeld clients come together to network, collaborate, idea share, and have fun. This webinar will help you prepare so you can get the most out of your Symposium experience. This webinar is for those who are attending the 2024 Haberfeld Symposium in San Antonio, TX.

## Haberfeld Reporting

**JUNE 12**

Part of what makes Haberfeld clients so successful is continuously measuring performance and holding themselves accountable for their success. To get the results we want, we need to have strategies in place to measure progress, report results, and reward for success. This webinar will discuss strategies for ensuring you utilize Haberfeld's reporting tools to your greatest advantage to produce results we can celebrate.

*More webinar listings ►*



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## Communicating Results

**JULY 17**

What gets measured gets done. In order to achieve your goals, everyone in your branch must be aware of the goals and what is expected to reach them. Please join this webinar for suggestions on how to best communicate results to your frontline.

## Introduction to Cultivate™

**AUGUST 21**

True leaders in financial institutions have the ability to create a culture of success. They are strong coaches and mentors, and their leadership enhances the motivation of their team, increases retention, and even helps develop and create future leaders. Join this webinar for expert insight on growing, building, and supporting your team.

## Plus One™

**SEPTEMBER 18**

Haberfeld's Plus One™ referral strategy is top notch. This, in combination with the service level you provide to earn referrals, is guaranteed to set you up for success. In this webinar, we will explore the various components of the Plus One™ referral strategy, and take a deep dive into the online platform to help you generate, track, and reward referrals.

## Leading and Managing Through Change

**OCTOBER 16**

Change is the only constant, but it's not easy and often times to go forward change is necessary. Leading a team through a change can be a difficult yet rewarding endeavour for leaders. This webinar will focus on managing change at the branch level to better equip team members when change occurs.

## Team Building

**NOVEMBER 20**

Team building helps create a work environment where everyone is connected and engaged. The result of having an effective team positively influences our behaviors. The level of effort the team delivers results in greater achievement, employee retention, and enhanced performance. This webinar will explore the benefits of team building.

## Preparing Your Branch for 2025

**DECEMBER 11**

Let's start 2025 off right by preparing to be successful! Every year is a new opportunity to get more clients, keep the ones we already have, and build lasting relationships with all of them. Join us for this webinar to learn tips on how to make the most out of your Haberfeld Strategy in 2025.