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Understanding Signature Cards & Account Agreements

TELEPHONE – WEBINAR – AUDIO/VISUAL CD ROM

Wednesday, April 7, 2010
3:00 pm – 4:30 pm EST

If you open new accounts, it may be time to take a look at the signature card, account agreement, and resolution to see what these important documents contain. While many signature cards and agreements vary from institution to institution, they have many similar components. These documents are legally-binding agreements between your credit union and your members. What has each party agreed to?

Understanding these important documents and their role in the deposit side of the credit union can make member relations more consistent and less risky. Your member's account insurance also depends on how well you have set up the signature card governing the account relationship. This seminar is a must for everyone who opens new accounts, manages branches, and all branch administration. Look at your account documents in a whole new light!

HIGHLIGHTS

- Legal ownership of accounts: Single-party, multi-party accounts, PODs, and authorized signers
- W-9 requirements
- Common errors on signature cards
- Legal issues of checks: post-dated, state-dated, rights, and liabilities
- What happens when your signature card/account agreement is incomplete?
- The signature card/agreement and check legends, powers of attorney, and other outside documents
- Your signature card/agreement and the right of offset, closing accounts, and lawsuits
- The danger of altering or making changes to existing account agreements (whiteout, lining through, etc.)

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to train all deposit personnel on signature cards/agreement issues and risk. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session is designed for new account representatives, member service representatives, branch managers, administration, retail operations, training staff, and anyone who opens deposit accounts or manages this function.

PLEASE NOTE: Your registration fee allows you to have one telephone connection and one internet connection. However, as many people as you like may listen from your office speaker phone or view from a single computer terminal.

ABOUT THE PRESENTER – Tim Harrington, CPA, TEAM Resources
Tim Harrington is a Certified Public Accountant. Since 1992, he has taught lending personnel how to obtain monthly income from tax returns. Since 1996, Tim has been President of TEAM Resources, a firm which provides consulting, strategic planning, and training from coast-to-coast.

As a faculty member of two CUNA schools on finance and tax, Tim has consulted with, and provided training for, hundreds of financial institutions. In addition, he is the author of the popular lending software "Lenders Tax Analyzer."

WHAT IS A WEBINAR?
This training method allows unlimited listeners on your office speaker phone. By choosing the webinar option, participants will also be able to view online visuals as the presentation is delivered. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials will be sent prior to the broadcast along with hookup instructions. Your pin number, hookup instructions and handouts will be emailed to you. You will need the most current version of Adobe Acrobat Reader available free at www.adobe.com.

CAN'T ATTEND THE SCHEDULED TRAINING? ORDER THE AUDIO/VISUAL CD ROM!
As an added benefit, you may purchase a CD Rom* of this presentation. The CD includes the original audio/visual presentation, the question and answer sessions, and the handouts. In addition, you will be able to contact the presenter if you have follow-up questions. Use this "off-the-shelf" training program for those that could not attend the live seminar and for future training. **AFFORDABLE, PROFESSIONAL TRAINING, WHEN AND WHERE YOU CHOOSE.**

*CD Rom for PC use only

Investment: $199.00 Webinar per connection
$199.00 CD Only
$249.00 CD & Webinar per connection

To enroll, you may complete and fax our **General Registration Form** (found on the Web site) or **send an Email to mzelinsky@njcul.org.** Please include Participant Name, Investment Choice and Cost to your credit union.

If you have any additional questions, please do not hesitate to contact the Education and Training Department at 609-448-2426 x100.