



Government Finance Officers Association

GROUP
INTERNET-BASED
COURSE

Considerations When Selecting Treasury Financial Services

March 14, 2018 | 2:00pm to 4:00pm EDT

NEW!

LEVEL: Basic

CPE CREDITS: 2 (based on a 50-minute hour)

FIELD OF STUDY: Finance

PREREQUISITE: None

Who Will Benefit:

This training is intended for finance officers who are involved in selecting financial services related to their government's treasury operations.

Program Description:

Governments rely on a variety of vendors to provide essential financial services, including banking services, trustees/custodians, securities broker/dealer, merchant services, and investment advisory services. Because of the changing market environment and new regulations, technologies, and practices, governments must conduct thorough due diligence of all financial service providers, including the use of requests for proposals and securing competitive bids. GFOA's recently approved best practice instructs governments to review their financial services contracts every five years and use a competitive process for the procurement of financial services. Participants will learn how to determine their scope of services when developing an RFP, identify specific evaluation criteria, prepare a strategy to evaluate responses, have policies in place to implement, and maintain relationships with outside vendors.

Seminar Objectives:

Those completing this seminar will be able to:

- Evaluate treasury services needs within a government to be provided by outside vendors
- Develop an RFP process and content to solicit vendors, including regulatory issues, capital requirements, and operating history
- Determine evaluation criteria for various service providers and RFP responses, including experience with peer governments
- Appropriately determine costs included in proposals, which can include consideration of potential future price escalations
- Manage current and ongoing relationships with financial services providers

Recommended GFOA Reading:

For further study

[GFOA Best Practice on Procurement of Financial Services](#)

[GFOA Best Practice on Procurement of Banking Services](#)

[GFOA Best Practice on Due Diligence on Bank and Treasury Management Providers](#)

[GFOA Best Practice on Government Relationships with Securities Dealers](#)

[GFOA Best Practice on Selection and Review of Investment Advisors](#)

Instructors:

Please check www.gfoa.org for a faculty listing of GFOA staff and/or practitioners as it becomes available.

It's Easy to Participate

- GFOA's Internet training is delivered to attendees via a secure website and audio conferencing service.

Equipment Needed

- A computer with a Web browser to view the presentation. If you have speakers for your computer, you will be able to listen to the training using them.
- If you do not have speakers for your computer, you will need a phone to listen to the presentation. (Speaker phone recommended, but not required.)

How It Works

- Participants will receive an e-mail invitation containing a link with instructions at the beginning of the week the course will be taking place from the e-mail address **messenger@webex.com**. (Please add this e-mail address to your "allowed senders list.")
- Materials can be viewed on a secure Internet site.
- Questions can be asked at any time during the course, and interactive exercises will test your mastery of the material.
- To join the event more quickly, you can set up Event Manager before the event starts.
Go to: <https://gfoa.webex.com/gfoa/ecsetup.php?frommail=1>.

To learn more or register for this event, visit www.gfoa.org

Please print or type (or register online at www.gfoa.org)

Check here if you are faxing this form or scanning and e-mailing this form to training@gfoa.org. Fax: 312-977-4806.
If faxing, do not mail the original.

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 GFOA Membership # (if available) _____
 Check box to indicate if you are substituting for an active member.
 Active Member #: _____
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 Please photocopy this form for additional registrants.

A copy of the confirmation and invoice will be sent as a PDF attachment via e-mail from training@gfoa.org. Please add this address to your allowed senders list.

Registration fee is per person, not per group. Early and/or student registration discounts do not apply to Internet training.

Register and pay for 3-9 participants and receive 10 percent off the total cost of the registrations. Register and pay for 10 or more participants and receive 15 percent off the total cost of the registrations. To qualify for the group discount, registrations must be submitted together. Individual registrations submitted separately or after the original group is submitted will not qualify for the group discounts.

Cancellation requests must be made in writing to GFOA. All cancellations received five business days before the event date will incur a \$20 administrative fee. No refunds will be issued after that date.

Substitutions (government entities only): A one-for-one substitution of a nonmember for an active member is allowed. If your organization has a current GFOA member on staff who is not participating in this training seminar, a nonmember may attend in his/her place at the member rate. You must provide the member number and/or name of the GFOA member on the registration form.

Inquiries: For information regarding administrative policies such as complaints and refunds, please contact GFOA at training@gfoa.org or at 312-977-9700.

CPE Credits: GFOA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org.



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Registration Fees (Please Check One)

Member Price: \$85 Non-Member Price: \$160

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 New member fee: Visit www.gfoa.org \$ _____
 or call GFOA at 312-977-9700 for fee
 Discount for paid new member (\$25.00) \$ _____
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Payment Information (Please Check One)

Fees must be paid in U.S. dollars by check, credit card, or purchase order.
Please do not submit duplicate copies of this form.

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Make check payable to "Government Finance Officers Association"
 Send to:
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