NES★FS

NEW ENGLAND SCHOOL
FOR FINANCIAL STUDIES

Class of 2027

May 17-22, 2026

Babson Executive Conference Center, Wellesley, MA

Sponsored by:

Maine Bankers Association

Massachusetts Bankers Association

New Hampshire Bankers Association

Rhode Island Bankers Association

Vermont Bankers Association

Mission And History

The New England School for Financial Studies provides banking professionals with the tools they need to manage effectively in today's changing industry. An intensive two-year program of studies broadens the skills of supervisory personnel and trains them to make decisions that promote the profitability of the bank as a whole. As of last year, the school has graduated more than 4,100 bankers.

Two one-week resident sessions provide students with 135 hours of classroom instruction conducted by distinguished faculty members chosen for their expertise in both the academic and business worlds. Classes combine lectures with case studies to actively involve participants in the process of research, analysis and creative planning.

Between sessions, students complete five independent study projects that focus on their bank and build on the first week's instruction to prepare them for more advanced training during the second year resident session. The course culminates in a comprehensive computerized simulation that challenges students to assume senior management responsibilities.

Students will be evaluated on their knowledge of BankExec, strategic planning exercises and presentations. Each segment is appropriately-weighted and scored as part of the final grade. By graduation, students are better prepared to contribute to their bank's overall operations and participate in profitable decision making.

Criteria For Acceptance & Admission

Eligible applicants should hold supervisory positions at a financial institution and demonstrate the ability to take on greater responsibility within their organization. The New England School for Financial Studies is designed for staff officers, branch managers, department heads, loan officers, and other key personnel.

Please complete and email the application by March 20, 2026, along with a letter of recommendation from the bank's endorsing officer (CEO or applicant's supervisor). For further information, please contact Meghan McCarthy at 617-502-3807; or mmccarthy@massbankers.org.

Applicants will be notified of acceptance in mid-April.

Tuition

Freshman Year	
Members	**Non-Members**
$1,250	$2,500
Tuition includes the cost of all classroom instruction, materials and special activities. ***Registration fees do not include accommodations.***	

APPLY HERE

Accommodations

Participants are encouraged to reside at the Babson Executive Conference Center during the week-long sessions in order to experience the full benefits of the School. Both day and evening classes are scheduled, and all of Babson's academic and recreational facilities are made available to students. Registration fees are separate.

Accommodation fees: (includes all meals and breaks)

$2,500 single occupancy

$1,350 for day students

There are limited rooms at the Conference Center. Rooms will be assigned based on when applications are received. *Participants will be notified if they will need to stay off campus.*

Student registration for the Class of 2027 will be held at the Babson Executive Conference Center on the campus of Babson College, Wellesley, MA, on Sunday, May 17, 2026, between 2:00 p.m. and 3:00 p.m.

Course of Study

Economics

- Economic cycles and their significance
- Interest rate forecasting
- Significance of yield curves
- Potential effects of future economic conditions on bank profitability

Finance

- Components of risk
- Asset/liability management
- Consequences of interest rate fluctuations

Lending

- The lending process (both retail and commercial), regulatory environment
- Elements of successful portfolio administration

Operations

- Operational and strategic long-range planning
- Definition of objectives, goals and strategies
- Use of simulation modeling and cases to develop decision-making skills
- The delivery of financial services using technology

Management / Human Resources

- Strategic decision-making
- Leadership styles
- Diversity in the workforce
- Forces of organizational change
- Career responsibility shifts to the individual
- Ethics and managing change
- Communications

Retail Bank Marketing

- Marketing function
- Marketing mix, product profitability analysis
- Product management techniques
- Marketing strategies
- Sales and service

Application of Skills

The course culminates in a comprehensive computerized simulation that challenges students to assume senior management responsibilities. Called BankExec, the program requires participants to implement financial, management, operational, and marketing strategies to compete successfully against similar banks on the basis of profit, market share, and performance.

Utilizing our digital learning tools, students must work through a strategic planning management process to develop a creative, viable, long-term plan for their group bank.

Students will be required to bring their own laptop or tablet to view materials

Faculty

Kristin Sundin Brandt, President, Sundin Associates, Natick
B.A., Wheaton College

Paul Cheremeka, SVP & Senior Lender, Winchester Savings Bank
Bentley University, BS, Marketing

Dr. James J. Clarke, Principal, Clarke Consulting, Pennsylvania
B.A., LaSalle College; Ph.D., University of Notre Dame

Thomas Foresta, Executive Vice President and CIO at Bristol County Savings Bank
UMASS Boston, BS Political Science

Nan Gresche, Professor, University of Minnesota and the Graduate School of Banking in Madison.
B.A., University of North Dakota

Michael Hensler, Chief Director of Bank Risk Management at Massachusetts Division of Banks
Colgate University, B.A., Economics, History

Raymond C. Hoefling, Commerical Lending Consultant, Webster Bank, N.A.
B.A., Finance, Northeastern University

Lance E. Kessler, President, Lance Kessler Associates, Pennsylvania
B.S., York College of Pennsylvania, M.B.A., Johns Hopkins University

Matthew J. Putvinski, Member of the Firm, Director - IT Assurance and Security Services, Wolf & Company, P.C.
B.S., Bryant University

Richard L. Rowe, Jr., Director, Coastal Heritage Bank, Weymouth
B.S., Norwich University, M.B.A., Long Island University, CPA

Sheryl Shinn, EVP, Chief Information Officer
Mount Holyoke College, BS, Mathematics & Statistics

Mario M. Sindone, Senior Vice President, Commercial Lending, Coastal Heritage Bank, Weymouth
B.S., Business Administration, Northeastern University

Robert J Sousa, CFA, SVP, Director of Financial Modeling and Analysis, Middlesex Savings Bank
Boston College Carroll School of Management (M.S.), Banking, Corporate, Finance, and Securities Law
University of South Florida, BS, Accounting

Todd Tallman, CEO, Cornerstone Bank
B.A., Assumption College

Staff

Meghan McCarthy, Director, New England School for Financial Studies,
B.S., University of Rhode Island

Directions

Babson Executive Conference Center
One Snyder Drive, Babson Park, (Wellesley) MA 02457
781.239.4000
https://www.babson.edu/about/executive-conference-center/travel-and-transportation/
We recommended you use the main entrance of Babson College (231 Forest Street, Babson Park, MA) for directions and GPS.

From Logan International Airport and all other points from the East via Mass Pike:
Follow Route 90 WEST (Massachusetts Turnpike). Take Exit 15 (Waltham / Weston Exit) Rt. 95/128 South. Stay to the right when going through the toll booth. Bear right toward 95/128 Waltham / Dedham. Get off at the first exit 95/128 South Shore / Cape Cod. Follow Rt. 128 South to exit 22-21B (16 West / Grove Street Wellesley). Stay left following 21B (Newton / Wellesley), at the set of lights take a right onto Rt. 16 West. Follow Route 16 West 1.9 miles, at the 7th set of lights, take a left onto Forest Street. Once on Forest Street continue 1 mile, pass through a 4-way stop sign and Babson College will be on the right. Follow directions below.

Coming from the West via Mass Pike:
Follow Route 90 EAST (Massachusetts Turnpike) to Exit 14 (Route 128/95 South (New Hampshire/Maine/ South Shore). Stay to the right at the toll booths. Get off at the first exit 95/128 South Shore / Cape Cod. Follow 128 South to exit 22-21B (16 West / Grove Street Wellesley). Stay left following 21B (Newton / Wellesley), at the set of lights take a right onto Rt. 16 West. Follow Route 16 West 1.9 miles, at the 7th set of lights, take a left onto Forest Street. Once on Forest Street continue 1 mile, pass through a 4-way stop sign and Babson College will be on the right. Follow directions below.

Coming from the South via Route 128 / 95:
Take Rt. 128 North to Exit 20B (Rt. 9 West). Follow Rt. 9 West 1.8 miles to turn off for Route 16 (which is on your right). At the lights take a left onto Rt. 16 West. Follow 1/2 mile, at the 3rd set of lights take a left onto Forest Street. Once on Forest Street continue 1 mile, pass through a 4-way stop sign and Babson College will be on the right. Follow directions below.

Coming from the North via Route 128 / 95:
Take Rt. 128 / 95 South to exit 22-21B (Rt. 16 West- Wellesley). Take Rt. 16 West for 1.9 miles or 7 sets of lights. At the 7th light take a left onto Forest Street. Once on Forest Street continue 1 mile, pass through a 4-way stop sign and Babson College will be on the right. Follow directions below.

Coming from the West via Route 9:
Take Route 9 East to Route 16 Wellesley Hills (Fire Station on the Left). Take right at lights and another right at the next set of lights onto Route 16 West. Follow for just under 1/2 mile. At the 3rd set of lights take a left onto Forest Street. Once on Forest Street continue 1 mile, pass through a 4-way stop sign and Babson College will be on the right. Follow directions below.

From the East via Route 9:
Follow Rt. 9 West 1.8 miles to turn off for Route 16. At the lights take a left onto Rt. 16 West. Follow 1/2 mile, at the 3rd set of lights take a left onto Forest Street. Once on Forest Street continue 1 mile, pass through a 4-way stop sign and Babson College will be on the right. Follow directions below.

On Campus Directions
Stay on College Drive through the campus. At the second stop sign, take a left and your first right onto Babson Way. Bear left at the fork onto Snyder Drive and the Babson Executive Conference Center parking garage will be on your left. The atrium lobby is located just ahead.The West gate of Babson College is open only Monday through Friday 7:00am – 7:30pm. If the west gate is locked, please proceed to the 4-way stop sign and take a right. You will see the main gate of the campus on your right.

Sample Schedule Freshman Year

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
	7:00 a.m. - Breakfast	**7:00 a.m. - Breakfast**	**7:00 a.m. - Breakfast**	**7:00 a.m. - Breakfast**	**7:00 a.m. Breakfast**
2:00 – 3:00 p.m. Registration/Room Check-in **3:00 – 5:00 p.m.** The Balancing Act: Succeeding at Work, Home and School	**8:30 a.m.** Macro Economics Financial Statement Analysis	**8:30 a.m.** Yields and Pricing of Securities and Risk Management	**8:30 a.m.** Retail Lending Function	**8:30 a.m.** Commercial Lending Function	**8:30 a.m.** Retail Bank Marketing
	12:30 p.m. - Lunch	**12:30 p.m. - Lunch**	**12:30 p.m. - Lunch**	**12:30 p.m. - Lunch**	**12:30 p.m. – Lunch**
5:30 p.m. Reception	**1:30 p.m.** Money and Capital Markets and Interest Rates	**1:30 p.m.** Applying Concepts of Risk and Return to Bank Financial Statements **3:30 p.m.** Group Breakouts Financial Analysis	**1:30 p.m.** Human Resources	**1:30 p.m.** Strategic Planning	
6:30 p.m. - Dinner	**6:30 p.m. - Dinner**	**6:30 p.m. - Dinner**	**6:30 p.m. - Dinner**	**6:30 p.m. - Dinner**	
7:30 p.m. Open Forum and the Year Ahead Economic and Financial Terminology	**7:30 p.m.** Writing Skills	**7:30 p.m.** Technology, Trends and Direction for Banking	**7:30 p.m.** Open	**7:30 p.m.** Ethics	

Sample Schedule Senior Year

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
	7:00 a.m. - Breakfast	**7:00 a.m. - Breakfast**	**7:00 a.m. - Breakfast**	**7:00 a.m. - Breakfast**	**7:00 a.m. Breakfast**
	8:00 a.m. Bank Performance Analysis	**8:00 a.m.** Risk Analysis Regulatory Overview	**8:00 a.m.** BankExec Decision 3	**8:00 a.m.** BankExec Decision 4	**8:00 a.m.** Final Preparation for Annual Meetings
	10:00 a.m. BankExec	**10:00 a.m.** BankExec Decision 2	**10:30 a.m.** Building the Plan and Future Banking Trends Exercises 7 and 8	**10:00 a.m.** Strategic and Action Plans Exercise 9	**9:00 a.m.** Annual Meetings
	12:30 p.m. - Lunch	**12:30 p.m. - Lunch**	**12:30 p.m. - Lunch**	**12:30 p.m. - Lunch**	**12:30 p.m. – Lunch**
1:30 – 2:30 p.m. Registation/Room Check-in	**1:30 p.m.** Exercise 4 Bank Exec Team Bank Exec Decision 1	**1:30 p.m.** Leadership/ Management Styles	**1:30 p.m.** Executive Presentation Skills	**1:30 p.m.** Review Presentation Structure and Class Study	**1:30 p.m.** Commencement
2:30 p.m. Introduction to BankExec Strategic Case Studies Exercise 1 – SM Team Competition Exercise 2 – Team Case Study				**2:30 p.m.** BankExec Preparation	**1:00 p.m.** Graduation Reception
6:30 p.m. - Dinner	**6:30 p.m. - Dinner**	**6:30 p.m. - Dinner**	**6:30 p.m. - Dinner**	**6:30 p.m. - Dinner**	
7:30 p.m. Exercise 3 -- Financial Policies/Bank Name	**7:30 p.m.** Exercise 2 -- Team Case Study Exercise 5 – Performance Target	**7:30 p.m.** Strategic Plan – SWOT Analysis and Exercise 6	Reception and Clambake	**7:30 p.m.** BankExec Preparation and Presentation Rehearsal	

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