

AMPLIFY

Your Leadership Potential

with the
Management Development Program

mdp
Management Development Program

MDP

one-of-a-kind learning experience

A world-class faculty teamed up with the Texas Bankers Association to design a one-of-a-kind program that will have immediate, positive impact on attendees and their banks. This series of four sessions, spaced over 12 months, is intense and demanding. It is designed for current or future bank leaders who are motivated and eager to reach their full potential. An ambition to excel is a requiste for this program, as is the desire to face and learn from challenges. The ideal candidate for this program should possess:

- The courage to overcome personal weaknesses;
- A competitive attitude that allows for productive teamwork; and
- A collaborative spirit that centers on problem-solving, with input from all levels of the bank.

Attendees Will Graduate Knowing:

- Core concepts of leadership and management;
- Principles of public speaking;
- Relationship building through interpersonal communication;
- How to make courageous decisions and take action crucial to the bank's success;
- How to address the challenges of change with confidence and action-oriented outcomes; and
- How to think, plan, and execute bank initiatives.

LEADERSHIP DEVELOPMENT SESSIONS

It's Simple, It's Not Easy

Session 1: February 15-17

Management of people and leadership of organizations are based on core concepts. The concepts are simple; implementation is not.

- The challenge of managing and leading
- Dealing with the stress of leadership
- How errors in communication destroy relationships
- Building presentation and relationship skills

Do Something That Scares You

Session 2: March 15-17

Managers and leaders face difficult situations that require a courageous decision or action. This session uncovers the courage that lies within.

- Conflict management
- Negotiating with the boss, an employee, or customer
- Advanced team exercises
- Lessions from Navy Seals

Limitations are Self-Imposed

Session 3: August 30 - September 1

The challenges of change are inherent to business and to life. These high-stress moments shut down managers and leaders who are uncertain about their problem-solving and management skills.

- Peer-to-peer problem solving
- Leadership in crisis
- Crisis communication
- Advanced presentation skills
- Leading a team under pressure

Who Dares Wins

Session 4: November 15-17

This session focuses on the bank, it's brand, marketing, and strategic planning.

- How to establish a quality brand for the bank
- Why strategic plans fail
- Leading a team under pressure
- Graduation

Faculty



Juli Lynch, Ph.D., is a psychologist, consultant and executive coach with more than 25 years of experience helping bankers navigate leadership development, strategic initiatives and culture change. A longtime banking industry keynote speaker, Juli has also served on the faculty of TBA's Management Development Program for more than 15 years. A former professional athlete, Juli competed in some of the world's most extreme adventure races and was featured on the Discovery Channel's Eco-Challenge Australia as the lone female on a team of U.S. Navy SEALs. Today, she lives on a horse farm in northern Wisconsin, where she facilitates therapeutic and leadership workshops in partnership with her herd of horses.



Robert Monroe is the founder and director of Redfin Risk Mitigation, Inc., providing personal security consultation and training to professionals, executives and high-value individuals to help protect themselves and their families from criminal and terrorist threats. A former U.S. Navy SEAL officer with more than 25 years of Naval Special Warfare experience, Robert served in numerous leadership and operational roles, including SEALS platoon commander, Commander of the Navy Parachute Team - the "Leap Frogs" - and assistant team leader at the Navy Special Warfar Developmnet Group. He also served as a United Nations Military Observer in the Middle East. Robert hold a business degree from Washington State University and a master's degree in National Security and Strategic Studies from the Naval War College.



David Pittelkow began his military career as a U.S. Marine Corps officer before transferring to the Navy, where he served in numerous leadership roles with SEAL and Special Boat Teams. His career included assignments at the Pentagon, Naval Special Warfare Command and U.S. Special Operations Command. David served as teh Wm. J. Donovan Speical Operations Froces Chair and professor of Joint Military Operations at the U.S. Naval War College before retiring from active duty in 2007. Today, he lives in rural NE Washington State, where he farms, serves as a volunteer firefighter and consults with military and civilian organizations.

2027 Class 19 Registration Form

The registration form must be completed in full and received by November 30, 2026. Please do not send payment at this time. Participants will be invoiced once their placement in the program has been confirmed.

Name

Current Title

Bank Name

Bank Street Address

City, State, Zip

Mailing Address (if different)

City, State, Zip

Best number to reach you at

Email

Recommending Officer Signature

PROGRAM FEE AND EDUCATIONAL DISCOUNTS

The fee for the Management Development Program is $4,750 payable prior to the first session. Fees cover instruction and all meals provided during the four sessions. Travel and hotel costs not included. Hotel costs will be invoiced separately. TBA will make every effort to keep participation costs down. Program sessions will begin Monday afternoon and will end by noon on Wednesday.

Attendance at all four sessions is required for graduation. Attendance at the TBA Annual Convention and the Austin or Washington Blitz is strongly recommended. A 50% discount on registartion fees for these and other TBA conferences will be extended to all MDP participants while in the program.

We do try to limit participation to one person per bank in order to allow as many banks as possible the opportunity to participate.

LIMITED CLASS SIZE
Application deadline is November 30, 2026

Accepted applicants will be notified no later than December 18th