



# Association Matters

A Weekly E-Newsletter From The Pennsylvania Bankers Association

Matters

## L.R. Webber Salary/Benefits Survey

For over 30 years, L.R. Webber has given timely and reliable information on wages, salaries, employee benefits, as well as compensation practices and trends, through the L.R. Webber Salary/Benefits Survey for financial institutions.

Are you needlessly overpaying employees? Are you in danger of losing employees to competitors? Are you expecting above average performance from key executives, while offering non-competitive salaries and compensation? Do you even have the means to begin answering these questions?

Beyond simply presenting wage data, the L.R. Webber Salary/Benefits Survey will help you to assess your current situation and know if your institution is normal, above or below average, or both.

The [2018 Greater Pennsylvania Salary/Benefits Survey](#) is now open for participation. The survey will remain open until July 18. Don't forget that all participants will receive the survey results at a drastically reduced price, and all PA Bankers members also receive an additional 5-percent discount as well.

If you do not have a username and password, please email [Brad Webber](#) with your contact information. Don't wait—sign up today!



## Upcoming Events

### Baseball CPE Series for Bankers

[Philadelphia - 7/24](#)

[Pittsburgh - 7/26](#)

Join us at the ballpark this baseball season for two events sponsored in conjunction with Crowe LLP. These events are designed to combine the benefits of educational meetings with peer networking for financial services industry professionals.

### [Advanced School of Banking State College - 7/29-8/3](#)

This three-year program is analogous to 200-, 300- and 400-level college course study with the BankExec asset/liability simulation comprising a significant portion of Year III. A variety of learning techniques will keep you engaged and interested, including lectures, networking, case studies and more.

### [Emerging Leaders Conference Harrisburg- 9/17-18](#)

Are you a banker with current leadership responsibilities or aspiring to be in a leadership position? Join us for the 2018 Emerging Leaders Conference to network with peers and learn the keys to leadership in today's banking industry. More information to follow.

[View Calendar](#)



## PA Bankers Services Corporation News

### Webinar: PA Bankers Energy Benchmarking for Your Branches

Join us for the PA Bankers Energy Benchmarking for Your Branches webinar on **July 25 at 11 a.m.** In this 45-minute webinar, you will learn about a proven portal-based solution that efficiently captures/stores monthly energy invoices, utility account information and supply contracts that can be used to deliver cost reduction outcomes to your institution. This unique tool gives you instant access to your data and allows you to:

- Track, analyze, benchmark and budget energy expenses with confidence and granularity;
- Create and update reports based on your requirements/timing; and
- Track the performance of efficiency programs.

Don't miss your opportunity to see how your institution can have real-time awareness of its actual energy profile/spend and gain the tools necessary to improve its performance.

[Register](#)

## ABA Training With PA Bankers

### Management Essential Suite

This suite of six courses explores best practices for successfully managing employees, from interviewing to managing performance. Completing this suite provides tips and tactics for coaching employees, developing a recognition program, and holding effective meetings. Concise, impactful lessons can be applied on the job immediately. This suite is approximately 90 minutes in length.



### Courses:

- Coaching
- Corrective Action
- Effective Meetings
- Employee Recognition
- Interviewing
- Managing Performance

### Cost:

Member: \$275 Non-Member: \$375

### Questions? Contact:

[Jackie Catalano](#), (717) 255-6939

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