



BAFT EDUCATION

BAFT RESPONDENT'S PLAYBOOK CERTIFICATE

**GUIDE TO OBTAINING AND MAINTAINING
A CORRESPONDENT BANKING RELATIONSHIP**

ABOUT THIS COURSE

BAFT developed the *BAFT Respondent's Playbook: Guide to Obtaining and Maintaining a Correspondent Banking Relationship* to train respondent banks on international Anti-Money Laundering/Combating the Financing of Terrorism (AML/CFT) standards and to recommended actions that may improve their ability to obtain and maintain a Correspondent Banking Relationship (CBR). This certification is geared toward private sector banks, primarily compliance, risk management, and transaction banking business line (trade finance and cross-border payments) staff as well as credit officers.



FORMAT: ON-DEMAND THROUGH BAFT'S LEARNING MANAGEMENT SYSTEM



PROGRAM DURATION: APPROXIMATELY 9 HOURS



ASSESSMENT: 40 MULTIPLE CHOICE QUESTIONS; 80% PASS RATE REQUIRED



LEVEL: ALL EXPERIENCE LEVELS



AWARD: BAFT RESPONDENT'S PLAYBOOK CERTIFICATE



**MEMBERS: \$399
NON-MEMBERS: \$499
(GROUP DISCOUNTS AVAILABLE)**



REGISTRATION: [BAFT.ORG/BAFT-EDUCATION/CRP](https://www.baft.org/baft-education/crp)

TOPICS COVERED

Cash management, trade finance, compliance, cross-border payments, correspondent banking, and innovation.

WHO SHOULD ATTEND

Relationship Managers, Product Managers, Credit and Risk Officers, compliance professionals, Operations Managers. Those specializing in cash management, trade finance, financial crime compliance or international banking.

WHAT YOU WILL LEARN

The self-paced online course begins with a discussion of a correspondent bank's considerations in establishing a new CBR. The program continues with a detailed description of a correspondent bank's assessment of the financial crime exposure and compliance risk associated with a potential respondent. The course includes an in-depth discussion of a correspondent's risk assessment, initial and refreshed due diligence, and transaction monitoring and screening process. Best practices for respondents are discussed in each section. The course concludes with special considerations for money service businesses and fintech companies.

The playbook is a realistic window into actively managing de-risking... It discusses the three major drivers in a correspondent's decision process when considering anew or reviewing an existing relationship, and empowers a respondent to improve its circumstances by adopting certain best practices.

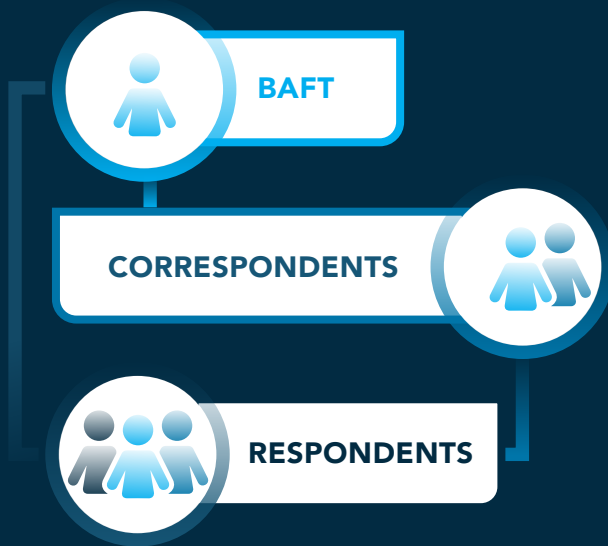
TOD BURWELL, PRESIDENT & CEO, BAFT



BAFT designed the playbook to help respondents - including banks, money services businesses, and fintech companies - better understand the legitimate expectations of correspondents... BAFT vetted the best practices with a group of respondent banks to confirm their reasonableness and feasibility. The playbook also contains answers to questions frequently asked by respondents."

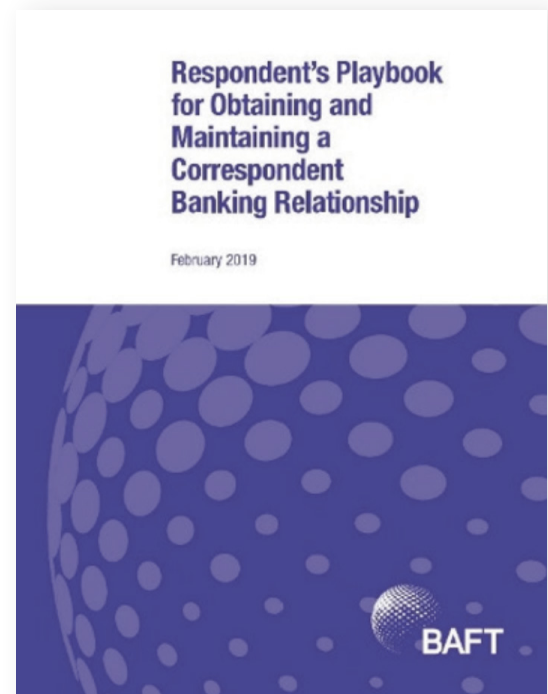
SAMANTHA PELOSI, SENIOR VICE PRESIDENT, PAYMENTS AND INNOVATION, BAFT AND THE PRIMARY AUTHOR OF THE PLAYBOOK

WHY THIS CERTIFICATION



- ✓ BAFT convened a core working group of ten global correspondents and one industry body that collectively represented thirteen of the largest global correspondents
- ✓ To validate and supplement the correspondents' views, BAFT engaged the help of five respondents
- ✓ Other contributors to the Playbook's content were respondents and correspondents on the Future Leaders Project organized by BAFT to engage future leaders in solving common industry challenges
- ✓ The core working group consolidated responses to a survey of business and compliance users from both the core working group and Future Leaders working group for a comprehensive and balanced perspective

- The Playbook is a unique industry-produced solution to the decline in correspondent banking and addresses not only de-risking, but also de-marketing, and de-costing
- Financial crime issues that are growing in importance such as bribery and corruption and operational risk issues such as cyber-security are briefly mentioned in the Playbook
- Rather, it clarifies correspondents' expectations and provides constructive guidance for respondents on the aspects pertaining to business strategy, operational and compliance costs and financial crime risks



CERTIFICATE COURSE OVERVIEW

COURSE I: INTRODUCTION TO CORRESPONDENT BANKING

- Understanding Correspondent Banking
- The Decline of Correspondent Banking Accounts

COURSE II: CONSIDERATIONS IN ESTABLISHING A NEW RELATIONSHIP

- Business Strategy and Commercial Benefits

COURSE III: UNDERSTANDING THE RISK ASSESSMENT

- Financial Crime Exposure and Compliance Risk

COURSE IV: UNDERSTANDING DUE DILIGENCE

- Correspondent's Customer Due Diligence (CDD) on Respondent
- Standard Due Diligence
- Enhanced Due Diligence

COURSE V: BEST PRACTICES AND OTHER CONSIDERATIONS

- Respondent's Best Practices Regarding Due Diligence
- Other Considerations and Processes

COURSE VI: MAINTAINING A RELATIONSHIP

- Maintaining a Relationship

COURSE VII: INCREASED FINANCIAL CRIME EXPOSURE/COMPLIANCE RISK

- Increased Financial Crime Exposure/Compliance Risk

COURSE VIII: OPTIONS FOR RESPONDENTS UNABLE TO OBTAIN/MAINTAIN A RELATIONSHIP

- Options for Respondents Unable to Obtain/Maintain a Relationship

COURSE IX: SPECIAL CONSIDERATIONS FOR MONEY SERVICES BUSINESSES AND FINTECH COMPANIES

- Money Services Businesses and Fintech Companies

COURSE X: COURSE SUMMARY

- Key Takeaways

ASSESSMENT

- Assessment

