

Why the CTP?

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Assistant Treasurer

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Brookfield Renewable Energy Group

Welcome

Caitlin Hennessey
Certification Specialist
Association for Financial Professionals

Agenda

Today's session will:

- **Provide an overview of the Certified Treasury Professional credential**
- **Assess the value of earning the CTP designation from different perspectives**
- **Identify the CTP exam content**
- **Review study resources**

About the CTP Credential

Sponsored by the Association for Financial Professionals (AFP)

First given in 1986 – today more than 32,000 financial professionals have earned the credential in 54 countries

2,500~ individuals register annually

Eligibility requirements:

- **Minimum of 2 years full-time work experience in treasury/finance**
- **MBA or graduate degree in finance + 1 yr full-time work experience in treasury/finance**

Renewal Requirements

- **36 Hours of continuing education every three years**

About the CTP Credential

The CTP sets the standard in the financial profession and is a symbol of excellence

It signifies that an individual has:

- **Demonstrated the knowledge and skills required to perform competently in today's complex treasury environment.**
- **Passed a rigorous examination.**
- **Agreed to abide by a professional code of ethical conduct**
- **Committed to keeping knowledge current by meeting continuing education requirements.**

About the CTP Credential

The CTP exam is designed to test mastery of **knowledge, skills, and abilities** required by finance professionals to execute critical functions related to corporate liquidity, capital and risk management, such as:

- Maintain corporate liquidity required to meet current and future obligations in a timely and cost effective manner.
- Manage optimal cash positioning through forecasting and short-term investing and borrowing activities.
- Employ working capital strategies and tools to efficiently manage current assets and liabilities.
- Utilize various types of payment systems and Internet technologies to transfer monetary value and business documents between parties.

About the CTP Credential

- Monitor and control corporate exposure to financial and operational risks.
- Optimize capital structure, manage costs of long-term capital and quantitatively evaluate capital resource investments.
- Manage cross-border funds movement and utilize international trade financing methods.
- Delineate appropriate ethical behaviors expected in business activities.
- Recognize corporate governance issues that arise from the separation of corporate ownership and control.
- Build cost effective relationships with financial services providers.

The CTP – Impact on Compensation

Average Amount Certified Incumbents Earn Over Uncertified Incumbents*

<u>Job Category</u>	<u>% Certification Increases Salary</u>
Manager Treasury/Finance	16%
Senior Accountant	11%
Accounting Manager	15%
Cash Manager	6%
Accountant II	3%
Assistant Cash Manager	15%

On average, \$8,748 more.

* AFP 2015 Compensation Report

Employers See the Value of the CTP

Valued and recognized by CFOs/senior executives in corporate finance and leading corporations as a differentiator among current staff and potential new hires

- ✓ **83% of Fortune 500 employ CTPs/CCMs**
- ✓ **Treasury/finance jobs require or prefer CTP/CCM**

Our First Panelist

Lee-Ann Perkins, CTP(CD)

Assistant Treasurer

Ion Geophysical Corporation

About Ion Geophysical



Technology leaders for 50 years

Provides cutting-edge technology in E&P industry, offshore logistics, military and marine robotics

23 years as a public company on NYSE: Ticker IO

HQ in Houston, Texas and regional offices around the world

One quarter of employees have advanced degrees

Why the CTP?

Objectively demonstrate expertise in the treasury field

Credentials distinguish me in the workforce

Professional network for advise and assistance

Nice raise!

How did I benefit

In the beginning:

- Gained a deeper understanding of vast world of treasury
- Promoted from Cash Manager to Assistant Treasurer of a public company in 5 years

Over the years:

- SME in treasury subjects has opened many career opportunities
- CE credits keep me current on changing topics and regulations
- I actively search CTP designations when I hire into my department
- Increased my professional confidence

Our Second Panelist

Rami Khadra, CTP

Director, Treasury & Risk Management

Brookfield Renewable Energy Group

About BrookField Renewable

A multi-technology, globally diversified, owner and operator of renewable power assets

\$17 billion in power generating assets and 1,100 employees in North America

Total of 169 hydroelectric facilities on 49 river systems and 28 wind farms in the US and Canada

Why the CTP?

Demonstrate that I have the required knowledge, skills and abilities to transition to work in North America

Desire to broaden treasury knowledge in areas outside of my core experience at the time

Key areas of interest were: derivatives, trade finance and international treasury management

How did I benefit

Landed a job as a treasury manager soon after arriving in Canada

Was able to “hit the ground running” as a result of the knowledge gained in preparing for the exam

Benefited from resources made available by AFP and access to community of subject matter experts

Our Third Panelist

Kesha Jones, CTP
Treasury Specialist
Chesapeake Energy Corporation

About Chesapeake Energy Corporation

Founded in 1989

Headquartered in Oklahoma City, Oklahoma

Employees: 2,500

Operations are focused on discovering and developing our large and geographically diverse resource base of unconventional oil and natural gas assets onshore in the United States. The company also owns oil and natural gas marketing businesses.

Why the CTP?

Wanted to be exposed to all areas of Treasury

Career advancement and credential recognition on my resume

Treasury professionals I highly regard also had the CTP credential

It felt like a rite of passage, and still feels like a proud accomplishment

How did I benefit

It takes less time to scale up on new projects

It create momentum toward my promotion

My entire team encouraged me and celebrated the win with me

I was able to take a fresh look at our internal structure and think critically about whether there were things we should change based on what I was learning

I've been able to participate in the standard setting process, building relationships with Treasury professionals across different industries

About the CTP Exam

170 multiple choice questions, differing degrees of difficulty with one correct answer

Three and half hours test time = 1 minute, 14 seconds per question

Standardized test with 3 versions randomly administered

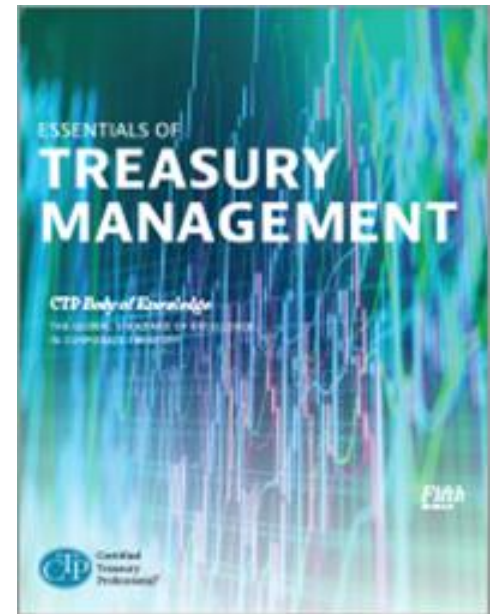
Instantaneous pass/fail results

Delivered via a computer (5,000+ Pearson VUE Centers worldwide)

About the CTP Exam

The CTP Body of Knowledge (BOK) of corporate treasury management – not banking

- **Based upon results of job task analysis for corporate treasury professionals**
- **Questions are developed specifically from the Essentials of Treasury Management, 5th**
- **Test development committees comprised of diverse group of treasury experts**
- **The CTP Exam is not intended to be “tricky”**
- **Sufficient studying is key**



CTP Exam Preparation

Self-Study: “Learn at your own pace”

- **Essentials of Treasury Management, 5th edition**
 - The official body of knowledge delivered via a soft-cover volume
- **AFP Treasury Learning System™**
 - User-friendly Web-based tool with print study guides, 800+ online practice questions
 - Includes Essentials of Treasury Management, 5th edition

Instructor-Led: “Learn in a classroom setting”

- **AFP Treasury Learning System™ College/University Courses**
 - 36-hr course delivered over 12 to 14 week semester
 - In-Person or Online
- **AFP Intensive 3-day Exam Review Seminars**

Study Resources

It's never too early to begin test preparation!

AFP Treasury Learning System™

- www.AFPLearningSystem.com

CTP Exam Preparation Guide

- <https://ctpcert.afponline.org/preparation/guide>

Collaborate: CTP Preparation Community

- **CTP Preparation Community where you can share tips and get new ideas that will help you and your peers succeed**
- <https://collaborate.afponline.org/home>

Study Resources

CTP Q & A

- E-mail content-specific questions with a page reference from **Essentials of Treasury Management, 5th Edition** to
- CTPQA@AFPonline.org

Regional AFP/TMA Resources

- www.AFPonline.org/regionals

CTP Exam Study Network (Find a “Study Buddy”)

- www.ctpcert.org/studynet

Popular Prep Tips from Exam Takers

- ✓ **Prepare properly, thoroughly, systematically**
- ✓ **Commit to study time: create a study plan and stick to it!**
- ✓ **Find a study-buddy**
- ✓ **Create a study spreadsheet of all of the formulas**
- ✓ **Record notes onto your phone and listened to them constantly**
- ✓ **Completely understand and be able to apply concepts and formulas**
- ✓ **Practice working through all the calculations forward and backward, changing the solve-for variable**
- ✓ **Make flashcards with Q&A for each chapter as you go along**
- ✓ **Practice, practice, practice!**

Lee-Ann's Study Tips

Actually study!

Read and study the BOK

Understand what you are learning

Don't rely on work experience

Practice the test questions over and over

Flash cards and spreadsheet for formulas

Attend courses – local TMA chapters

Engage a study buddy or mentor

Rami's Study Tips

Relied exclusively on AFP's Treasury Learning System

Benefited from interactive online study tools, online quizzes and mock exams

Prepared for the test for 4 months

Kesha's Study Tips

Set aside intentional study time each day

Plan the days you're going to give yourself a break

Read the Body of Knowledge

Wait until you finish the book before you take the practice test available on the website

Identify how you learn best, then develop tools that support that

Ask yourself if you truly understand what you're reading

Make a master sheet of equations

Feel free to use my [Quizlet notecards!](#)

How to Register

Exam is offered in two-month testing windows twice annually

<u>Window</u>	<u>Dates</u>	<u>Early Deadline</u>	<u>Final Deadline</u>
2019A	June - July 2019	March 22, 2019	April 26, 2019
2019B	December '19 – January '20	September 27, 2019	November 1, 2019

Ready, Set, Sit!

Recommended Steps to Sitting for the CTP Exam

- 1. Read the CTP Candidate Handbook (CCH) and the Exam Rules and Regulations**
- 2. Order study materials**
- 3. Create study plan and schedule**
- 4. Submit exam registration via online AFP store or form in CCH**
- 5. Receive your Authorization to Test (ATT)**
- 6. Schedule test appointment**

Recertification

36 Continuing education credits required to be earned and reported every 3 years

50 minutes = 1 credit

Activities do not need to be:

- Delivered by a specific type of provider
- Produced by AFP
- Fee based
- In-person (online/webinar programs are acceptable)

Eligibility criteria:

- Treasury, cash management, finance, accounting, economics, business or ethics related
- Non-introductory, non-fundamental (i.e. above CTP level)
- Relevant to the topics in the body of knowledge
- Corporate finance (not banking) focused

Recertification Activity Categories

AFP Publications Quizzes

College/University Courses

Attendance at Conferences, Seminars,
Workshops, Training

Classes, AFP/TMA Regional monthly
meetings

Independent Study

On-the-Job Experience

Thesis/ Dissertation

Licenses and Certifications

Published Articles and/or Books

Speaker at Regional AFP/TMA bi-monthly
meetings or other educational events

Teleconferences/Webinars

Volunteer Service (e.g. Regional AFP/TMA
committees or board)

Career Development (limit 3 credits per
cycle)

Membership in Regional and AFP or Other
Professional Societies

AFP Certification Department Staff

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Why the CTP – Session Panelists

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Questions?