

Topics and Schedule Overview

Monday, March 11

High Performance Idea Exchange

The High Performance Idea Exchange provides an open forum for our members to discuss critical issues in technology, operations, and team management. With the emergence of greater customer demands, an ever-changing cyber threat landscape, and additional regulatory requirements, operations and technology (and the processes that drive them) have assumed greater importance in community banking. This expanded, full-day session allows attendees to explore current issues in much more detail and network with peers in a non-competitive, collaborative environment that fosters knowledge enhancement and leadership growth. Professional facilitators will moderate the session to ensure all topics are discussed efficiently and effectively.

Drawing on the expertise of the participants in the group, we will focus on:

- Innovative solutions and results that have been implemented by participants
- Issues and/or challenges members of the group may be facing
- Exploring ways that technology and operations can make a beneficial impact on both sides of your bank's balance sheet

Tuesday, March 12

Achieving Balance in Banking: Tech Trends, Payments Innovations, and Cybersecurity

Infinite opportunities and threats. Finite resources. This is the state of banking today. Knowing the trends and deciding which to pursue can make or break your organization for years to come. Determining which opportunities to seize and which to forgo is the foundation of strategy and can set your bank on a path to success or failure. Picking one's battles has never been more important, especially in the areas of technology, payments, and cybersecurity.

Learn which technological innovations are worth your time and attention and which are simply fads driven by hyperbole as renowned industry expert Jimmy Sawyers takes you on a journey through the latest tech trends with a humorous yet no-nonsense look at the business issues that impact us most. Help your bank and enhance your career by knowing:

- Which trends will impact your bank and its customers the most in the coming years?
- How can you select the right providers and partners to leverage technology for success and high performance?
- What is the right balance of cybersecurity controls and more open, convenient digital services so your bank can manage the risk-reward proposition?

Gain strategic insight and valuable takeaways from one of the most informed and independent voices in the industry as you and your peers prepare your banks for an exciting yet uncertain future.

Tuesday, March 12 (cont.)

The Benefits of Automation with Vendor Management, Contract Management and E-Signature

Third-party risk impacts every department of your bank as more and more technology is outsourced. But the challenges aren't limited to technology alone. Contracts can also serve as a source of problems: outdated templates, multiple versions in circulation, no monitoring of renewal dates, no central repository, and lack of compliance/due diligence, as well as service level agreements. In addition to that, there's the issue of e-signature and how contracts are finalized. And if these challenges do exist in your bank, who wants to spearhead any needed process changes?

This session will address:

- Considering key elements when developing a vendor management plan
- Categorizing vendors based on risk
- Understanding the implications of regulatory mandates
- Managing the vendor relationship cycle of contract negotiations, governance and termination
- Assessing the situation of your contract management and signature workflows
- Utilizing e-signature throughout your bank
- Addressing regulatory compliance for e-signature
- Leveraging the benefits of automation to gain control of your fiduciary responsibilities through contracts

Wednesday, March 13

Economic Update

The economy is booming ... but is this new level of economic performance sustainable? The average post World War II expansion has a life span of approximately 60 months. The longest expansion in US history clocks in at 120 months. We are currently over 110 months. Could we be nearing the end of this expanding economy? Is another recession in sight?

Of course, Fed policy will have a great impact on whether our expansion continues. Will the Fed over-tighten and choke off the expansion? Is it possible the Fed will prevail and discover the so-called "Goldilocks" interest rate that not only keeps inflation under control, but also allows the expansion to continue?

In this session, Dr. Ed Seifried will examine these issues and more, including a discussion and analysis of Fed policy choices. Finally, he will review the performance of the major financial and economic indicators that impact our industry, providing his discerning insights and forecasts of the likely interest rate path in 2019.