



Knowledge Sessions

Register Now for Convention Knowledge Sessions

Customize your Convention experience by pre-registering for the following complimentary knowledge sessions. Select two for each day, one per time slot.

Monday, June 5, 2017

6:45 — 7:30 a.m.

- [] **Mission Critical: The Importance of Board Composition and Succession to the Future of the Enterprise**
Presented by Goodwin Procter, LLP
- [] **Executive Retention Strategies Through Effective Retirement Plan Design: Designing the Right Retirement Plan for Your Bank**
Presented by Pentegra Retirement Services
- [] **Impending Crisis...Millennial Miracle? Mining Our Talent Goldmine**
Presented by Thinking Ahead Executive Search

7:45 — 8:30 a.m.

- [] **CECL - Time to Start!**
Presented by Dixon Hughes Goodman LLP
- [] **Incentive Arrangements to Recruit or Retain Tomorrow's Leaders**
Presented by Meyer-Chatfield
- [] **M&A Core IT Contract Negotiations: Why Planning Ahead Pays Off Big League**
Presented by Paladin fs

Tuesday, June 6, 2017

6:45 — 7:30 a.m.

- [] **Backed by Science Strategies for Conquering Branch Transformation in 2017**
Presented by DBSI
- [] **Enterprise Risk Governance**
Presented by FIS
- [] **The New Administration and Your Balance Sheet**
Presented by ICBA Securities

7:45 — 8:30 a.m.

- [] **Capital Planning and the Role of Private Equity**
Presented by Griffin Financial Group
- [] **Evaluating Acquisition Opportunities**
Presented by Nelson Mullins Riley & Scarborough LLP
- [] **Strategy - Making the Components Fit Together**
Presented by The Kafafian Group, Inc.

Name (Print) _____

Bank/Organization _____

Email Address _____

Register by fax (410-269-1874) or email (adevilbiss@mdbankers.com)

For more information, contact Cindy Gentilcore 443-837-1602 or Ann DeVilbiss at 443-837-1606.

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Monday, June 5, 2017 — 6:45 - 7:30 a.m.



Mission Critical: The Importance of Board Composition and Succession to the Future of the Enterprise

Matthew Dyckman and Regina Pisa
Goodwin Procter, LLP

CEO succession planning is a frequent topic of discussion at banks of all sizes. However, comparatively little time is spent on Board composition, succession planning and leadership. At a time when expectations for bank directors have never been higher, it is increasingly important for boards of directors to add both diversity and board-level expertise in areas of critical importance to the bank. This session will discuss how best to position the Board and the Bank for continued future success.



Executive Retention Strategies Through Effective Retirement Plan Design: Designing The Right Retirement Plan For Your Bank

Fabrizio D'Uva, Regional Director
Pentegra Retirement Services

A review of the many different ways a Bank can attract, retain, and reward top executives through qualified and non-qualified benefit plans. Also, included is a summary of the current marketplace of Bank Owned Life Insurance



Impeding Crisis...Millennial Miracle? Mining our Talent Goldmine

Stephanie Maas, Partner
Thinking Ahead Executive Search

What the biggest challenge in banking today? Government regulations? Intense and ridiculous competition? Lack of growth in the market? All good guesses, but nope...the biggest and fastest growing challenge in banking today...our impending crisis: the lack of available talent! (Not people...actual talent.) Today there are more positions available than we have available talent. So, what do we do? Would you believe me if I told you we are already sitting on the answer? Most of our problems can be solved with the rising group in the work force called Millennials. What!?! Those lazy, technology obsessed, self-absorbed kids who want a trophy just for showing up? Yep...they are our

Monday, June 5, 2017 — 7:45 - 8:30 a.m.



CECL - Time to Start!

Lori Charlebois, CPA and Michael Giuffrida, CPA
Dixon Hughes Goodman LLP

In this session, community bankers will learn the "do's and don'ts" for your bank to successfully adopt the new CECL allowance for loan losses standard. This fundamental change to the allowance for loan losses calculation has repercussions to your institution's strategic goals. Learn the rules, along with the methods that can be leveraged to successfully implement this change, and the pitfalls to avoid when taking steps to prepare. This session will focus on adoption themes for board members and management teams.



Incentive Arrangements to Recruit or Retain Tomorrow's Leaders

JR Llewellyn, Senior Vice President of Compensation Advisors
Meyer-Chatfield

A Member of Meyer-Chatfield Group

The acquisition, development, and retention of bank executive talent is key to the survival and prosperity of community banks. This session explores issues plaguing the banking community and offer insight about obtaining and maintaining the executives necessary to provide appropriate leadership and expertise.



M&A Core IT Contract Negotiations: Why Planning Ahead Pays Off Big League

Aaron Silva, President & CEO
Paladin fs

Mergers will continue to be a viable strategy as a way to grow — or, in some cases, just to survive. No matter which side of the transaction your franchise may be, Core & IT contracts will impact the deal cost, accretive value, and shareholder benefit. Unfortunately for shareholders nationwide, Core & IT Suppliers will profit by hundreds of millions of dollars each year for services they will never provide as a result of onerous and one-sided termination, conversion and de-conversion expenses embedded unfairly in 2" inch thick, complex IT contracts. In this session, Aaron Silva will outline the specific steps and strategies banks can follow to implement more profitable and merger-friendly agreements. The presentation will also dispel the notions that Core and IT service providers, such as Fiserv, Fidelity and Jack Henry, are unwilling to partner in banks' successes, even if a merger could mean the cessation of their services.

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Backed-by-Science Strategies for Conquering Branch Transformation in 2017

Mike Forsyth
DBSI

Wondering how you can win the branch optimization game? Curious to see how your peers are doing in their efforts? Looking for research-based advice on what strategies, design and technologies best align to where the branch is headed? Join DBSI in this fast-paced session designed for anyone with branch transformation plans.

Key takeaway include:

- A review of where your peers stand today with their branch optimization efforts
- The most common barriers that are getting in the way of effective sales and service today
- Which technologies are most likely to appear in future branches
- Research-based strategies, designs, and technology that align to a successful branch of the future



Enterprise Risk Governance

Eric Holmquist
FIS

At the heart of effective risk management is ensuring a strong structure for corporate governance, particularly in support of a sound enterprise risk management program and risk culture. While this does start with the Board and the "Tone at the Top," risk governance involves all of senior and executive management. Topics covered include:

- The role of the Board in overseeing the risk management program
- The role of the Chief Risk Officer
- Establishing effective risk management committees
- Developing practical and meaningful risk appetite and tolerance statements



The New Administration and Your Balance Sheet

Jim Reber, President/CEO
ICBA Securities

In the month following the general election, interest rates spiked further than any 30-day period in seven years. Community banks' portfolios are now under water, and investment managers are looking for answers. We will analyze the market reaction to the post-election data, and will examine the damage to a typical securities portfolio. We'll also highlight securities which performed well during the sell-off, and make recommendations about those which appear to be built for a rising rate environment.

Tuesday, June 6, 2017 — 7:45 - 8:30 a.m.



Capital Planning and the Role of Private Equity

Mark R. McCollom, Co-Head, Financial Institutions
Griffin Financial Group

The evolution of the "Trump Bump" offers a compelling argument for issuers and investors alike. High expectations, a seemingly accommodative administration with an immediacy about them, and prospects for growth, have propped up the markets. Join us to explore the current capital planning environment and the role of private equity in the new era of banking.



Nelson Mullins Riley & Scarborough LLP

Evaluating Acquisition Opportunities

Neil E. Grayson & Jonathan H. Talcott
Nelson Mullins Riley & Scarborough, LLP

The presentation touches on every aspect of the process from board counseling to due diligence to negotiating the merger agreement to closing the transactions. The presentation is intended to alert board members and management to the many legal issues that surround the acquisition and sale process and prepare them to ask the right questions if and when they decide to follow such a course. The presentation starts out by considering the issues posed by implementing a strategy intent on acquiring another bank then transitions into a discussion of the second alternative, selling the bank.



Strategy - Making the Components Fit Together

Jeffrey P. Marsico, Executive Vice President
The Kafarian Group, Inc.

Strategy is evolutionary, aspirational, and executable. It is the "where to", "why" and "how" that goes far beyond next year's budget. But what about components of the strategic plan that must be developed in total harmony with it? This session focuses on those planning components and how to develop them to support moving your institution forward for an enduring future.

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