|  |  |
| --- | --- |
|  | SuperCommunity Banks Commercial Banking Agenda |
|  | Hyatt Regency Scottsdale Resort, Scottsdale, AZMay 4 – 5, 2023(Casual attire; jeans welcome) |

# [Wednesday, May 3rd]

|  |  |
| --- | --- |
| [5:45 PM]  | Meet Anat in the Lobby. Anat’s mobile: (916) 717-1710 |
| [6:00 PM] | Optional dinner offsite\*. |

# [Thursday, May 4th]

|  |  |
| --- | --- |
| [7:30 AM] | Breakfast |
| [8:00 AM] | Roundtable Discussion• Bring 2-3 good ideas and best practices to share with the group• Discuss an example of what not to do (disasters)• Bring questions you’d like to ask• Your views on the economy• Using sales force and other tools to improve RM productivity and sales management |
| [10:00 AM] | Break |
| [10:15 AM] | Discussion resumes |
| [12:00 PM] | Lunch |
| [1:00 PM] | Economic outlook update; impact on loan growth. |
| [2:00 PM] | Managing the sale process during tough economic times. |
| [3:30 PM] | Adjourn |
| [4:45 PM] | Meet in the lobby.  |
| [5:00 PM] | Drinks at Anat’s house. |
| [6:00 PM] | Dinner offsite\*. |

# [Friday, May 5th]

|  |  |
| --- | --- |
| [7:30 AM] | Breakfast – goals for the next meeting |
| [8:00 AM] | Pros/cons and lessons learned on bringing products in-house, including cards. |
| [9:45 AM] | Break |
| [10:00 AM] | Mergers and System integration best practices and pitfalls. |
| [11:00 AM] | Swaps. |
| [12:00 PM] | Adjourn |

\*Guests are welcome.