

**NEW HAMPSHIRE & VERMONT BANKERS ASSOCIATIONS
ANNUAL CONFERENCE**

Omni Mount Washington Hotel, Bretton Woods, NH
September 7-9, 2018

PRELIMINARY PROGRAM OUTLINE

FRIDAY, SEPTEMBER 7

6:30 - 9:00 a.m. **BREAKFAST** - On your own for early arrivals

10:00 - 5:00 p.m. **REGISTRATION**
Presidential Foyer

12:00 - 2:00 p.m. **LUNCH BUFFET**
Dining Room

1:00 p.m. **Horseback Riding**
Pre-registration required

Take the reins and go for a ride in one of the most scenic areas you'll ever visit. In addition to our trail rides, we have elevated the riding program at the Omni Mount Washington Resort to a new level of fun, familiarization, and learning for equestrian enthusiasts as well as novice riders. In addition to daily group and individual rides, new interactive programs invite you to engage in some equestrian fun with friends and family. Approximately 1 hour. Limited availability on a first-come, first served basis. Pre-registration required.

1:00 p.m. **FIRST BUSINESS SESSION**
Presidential Ballroom
Welcome & Introductions

1:15 - 2:15 p.m. **TAXES, TARIFFS, TECH AND HEALTHCARE: Strategies for growth during the Trump Administration**
Gene Marks, Columnist
Washington Post & Forbes

Taxes: A review of the latest changes in tax reform and action items for minimizing your corporate and personal taxes.

Tariffs: An update on China, NAFTA and trade and how all will impact your bank and your customers.

Healthcare: A look at the latest moves by the Administration to rollback the Affordable Care Act and strategies for minimizing your company's healthcare costs over the next two years.

Technology: A look at some of the latest techs, tools and services that will be impacting your bank and customers and where to best invest.

2:15 - 3:15 p.m. **DEVELOPING THE NEXT GENERATION OF COMMUNITY BANK LEADERS**
Flynt Gallagher, President
Compensation Advisors

With many key bank leaders retiring between now and 2020, the banking industry is working to identify and groom young, smart, enthusiastic bankers committed to better serving the banking industry. Finding the next generation of employees often takes time and effort, including actively recruiting and training new bankers. It also requires looking beyond the executive vice-president level and developing talent from within the ranks of lower-level employees. This discussion will be on methods to recruit, retain and develop well-rounded bankers prepared to become the next generation of banking industry leaders.

3:15 - 3:30 p.m. **REFRESHMENT BREAK**
Presidential Foyer

3:30 to 4:30 p.m. **FROM THEORY TO APPLICATION: KEEPING YOUR INSTITUTION SECURE**
Ben Hayden, Risk Services Advisor, SHAZAM

Stay in the know of common IT security findings and vulnerabilities impacting financial institutions. We'll provide a methodology for identifying new and current risks to help your institution minimize its risk profile, master remediation techniques and have continual cyber security awareness. This session will conclude with an interactive walkthrough of how their methodology applies to the most common threat facing any organization — social engineering.

6:00 - 7:00 p.m. **RECEPTION**
South Veranda

7:00 p.m. **DINNER**
Grand Ballroom

8:30 p.m. *Comedian Jimmy Dunn*
Grand Ballroom
Compliments of Allied Solutions, MGIC and Securian

SATURDAY, SEPTEMBER 8

6:30 - 10:00 a.m. BREAKFAST
Dining Room

8:00 – 9:10 a.m. Yoga

The perfect way to start your Saturday morning! Class begins with breath awareness exercises and a few moments of quiet reflection. Some gentle stretching opens the way to a practice of yoga poses to build strength, flexibility, and awareness. A moderately demanding class; open to all levels of practice. Approximately 70 minutes. Pre-registration required.

8:00 - 11:00 a.m. REGISTRATION
Presidential Foyer

8:15 - 12:00 p.m. SECOND BUSINESS SESSION
Presidential Ballroom
Welcome & Introductions

8:20 – 8:40 a.m. **ICBA LEADERSHIP**
Timothy K. Zimmerman,
Chairman of the Independent
Community Bankers of
America® (ICBA)

8:40 – 10:00 a.m. **STANDARDS IN PAYMENTS**
Steve Heston, Executive Vice
President, Chief Sales and
Marketing Officer
SHAZAM

Payments technology is evolving quickly, but who's controlling the latest changes to the way you pay, and how is that changing the competitive landscape of payments in the United States? The rise of proprietary technology in payments is eroding the competitive marketplace and discouraging new and innovative solutions. So what needs to change to ensure competition and innovation flourish as technology evolves? The answer is standards in payments.

10:00 - 10:30 a.m. REFRESHMENT BREAK
Presidential Foyer

10:30 – 11:45 a.m. SECOND BUSINESS SESSION
(continued)

**THE PRESIDENCY & THE
PRESS**
Sid Davis, Journalist & Author

11:45 a.m. BOX LUNCHESES AVAILABLE
Outside Presidential Ballroom

1:00 – 5:00 p.m. GOLF TOURNAMENT
Golf Course
Pre-registration required
*Sponsored by: Griffin Financial
Group, LLC*

1:00 p.m. TENNIS
Tennis Courts
Pre-registration required

1:30 p.m. Canopy Tours
Pre-registration required

This thrilling adventure will give you a bird's eye view of scenic Rosebrook Canyon and consists of nine cable zip lines and two adventure sky bridges suspended above the forest floor. Approximately 3.5 hours

2:00 p.m. Guided Hike to Upper Falls
Pre-registration required

There is no better place to experience nature at its finest. From flower to trees, animals to eco-systems, the opportunities are endless. Guided walks by the Appalachian Mountain Club. Walks are suitable for all ability levels. Proper footwear is required. Approximately 2 hours.

6:00 - 7:00 p.m. RECEPTION
Jewell Terrace

7:00 p.m. ANNUAL BANQUET
Presidential Ballroom
Golf Awards Announcement
Outstanding Community Service
Banker Award

SUNDAY, SEPTEMBER 9

6:30 – 11:00 a.m. BREAKFAST BUFFET
Dining Room

11:00 a.m. CHECK-OUT TIME