NORTHERN NEW ENGLAND
SCHOOL OF BANKING

**MONDAY, OCTOBER 19-
FRIDAY, OCTOBER 23, 2026**

**THE VENUE AT PORTWALK PLACE,
PORTSMOUTH, NH**

AGENDA

MONDAY, OCTOBER 19

State Association Host — **Chris D'Elia**, *Vermont Bankers Association*

11:45 am – 12:30 pm	**BUFFET LUNCHEON**
12:30 pm – 1:00 pm	**OPENING SESSION** **Christopher D'Elia**, *Registrar* Introduction Philosophy of the School Plans for the Session
1:00 pm – 1:30 pm	**INTRODUCTION TO BANKING & OTHER ISSUES** **Christopher D'Elia**, *Registrar* History of Banking and Legislation Forces Impacting the Industry
1:30 pm – 2:30 pm	**ROLE OF YOUR STATE BANKERS ASSOCIATION** **Christopher D'Elia**, *President, Vermont Bankers Association* **Kristy Merrill,** President & CEO*, New Hampshire Bankers Association* **Aaron Stetter**, *President, Maine Bankers Association*
2:30 pm – 2:45 pm	**REFRESHMENT BREAK**
2:45 pm – 5:00 pm	**BIRTH ORDER: WHAT'S IT GOT TO DO WITH BUSINESS ANYWAY?** **HOW TO WORK WITH DIFFICULT PEOPLE IN THE MARKETPLACE** **Jack Agati**, *Encouraging Concepts Associates*
6:00 pm	**BEER, WINE & CHEESE RECEPTION**
6:30 pm	**DINNER**

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TUESDAY, OCTOBER 20

State Association Host — **Chris D'Elia**, *Vermont Bankers Association*

7:30 am – 8:15 am	**BREAKFAST BUFFET**
8:15 am – 9:45 am	**ECONOMIC DEMOGRAPHICS** **Andrew Paolillo,** *VP, Director of Member Strategies & Solutions, FHLBB*
9:45 am – 10:00 am	**BREAK**
10:00 am – 12:00 pm	**FUNDAMENTALS OF LENDING** ***(Includes Time for Case Study Analysis)*** **Garry Cornelius**, *VP, Residential Mortgage Sales, Merrimack County Savings Bank* **John Bortolotto**, *SVP Southern NH Market Leader, Mascoma Bank*
12:00 pm – 1:00 pm	**LUNCH**
1:00 pm – 2:30 pm	**FRAUD, CYBERCRIME, SECURITY** **John H. Rogers**, *CISSP, Monarch Information Security Consultants*
2:30 pm – 2:45 pm	**REFRESHMENT BREAK**
2:45 pm – 4:15 pm	**BUSINESS DEVELOPMENT: ACQUIRING, RETAINING AND ATTRACTING CUSTOMERS** **Chantal Upton**, *Vice President, Market Manager, Partners Bank*
4:15 pm – 4:30 pm	**BREAK**
4:30 pm – 5:45 pm	**THE FUTURE OF TECHNOLOGY IN FINANCIAL SERVICES** **Matt Putvinski**, *CPA, CISA, CISSP, Wolf & Company, P.C.*
6:30 pm	**DINNER**
7:30 pm	**TEAM BUILDING/NETWORKING EXPERIENCE** Get ready to test your knowledge with a round of trivia! Teams will be pre-assigned.

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AGENDA

WEDNESDAY, OCTOBER 21

State Association Host	**Chris D'Elia**, *Vermont Bankers Association*
7:30 am – 8:15 am	**BREAKFAST BUFFET**
8:15 am – 10:15 am	**BANK FINANCIAL STATEMENTS/ROLE OF THE CFO** **Nate Cadorette**, *SVP, Chief Financial Officer, Kennebunk Savings Bank*
10:15 am – 10:30 am	**BREAK**
10:30 am – 11:45 am	**ASSET LIABILITY MANAGEMENT** **Nate Cadorette**, *SVP, Chief Financial Officer, Kennebunk Savings Bank*
11:45 am – 12:30 pm	**LUNCH**
12:30 pm – 2:00 pm	**MARKETING FOR THE FUTURE** **Linda Varrell**, *APR, Broadreach Public Relations*
2:00 pm – 2:15 pm	**BREAK**
2:15 pm – 3:15 pm	**INTRODUCTION TO TRUST SERVICES AND WEALTH MANAGEMENT** **Jennifer Cook,** *Executive Vice President, Head of Trust & Wealth Management, Norway Savings Asset Management Group*
3:15 pm – 3:30 pm	**REFRESHMENT BREAK**
3:30 pm – 5:30 pm	**CEO PANEL DISCUSSION** **Daniel Walsh,** *President & CEO, Norway Savings Bank* **Frank Teas,** *President & CEO*, *Millyard Bank (invited)* **Heidi Stumpff,** *Regional President for Vermont, M&T Bank*
	DINNER ON YOUR OWN

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AGENDA

THURSDAY, OCTOBER 22

State Association Host	**Chris D'Elia**, *Vermont Bankers Association*

7:30 am – 8:15 am	**BREAKFAST BUFFET**
8:15 am – 9:15 am	**FROM SUPERVISOR TO LEADER** **David Ciullo**, *CEO, Career Management Associates*
9:15 am – 9:30 am	**BREAK**
9:30 am – 10:45 am	**FROM SUPERVISOR TO LEADER** *(continued)* **David Ciullo**, *CEO, Career Management Associates*
10:45 am – 11:00 am	**BREAK**
11:00 am – 12:30 pm	**FROM SUPERVISOR TO LEADER** *(continued)* **David Ciullo,** *CEO, Career Management Associates*
12:30 pm – 1:30 pm	**LUNCH**
1:30 pm – 3:15 pm	**ERM, CRA, & COMPLIANCE** **Melodee Stearns,** *VP, Compliance Officer, Partners Bank*
3:15 pm – 3:30 pm	**REFRESHMENT BREAK**
3:30 pm – 5:00 pm	**HUMAN RESOURCES ISSUES IMPACTING MANAGERS** **Brian Bouchard,** *Attorney, Sheehan Phinney*
6:00 pm	**DINNER**

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FRIDAY, OCTOBER 23

State Association Host — **Chris D'Elia**, *Vermont Bankers Association*

7:30 am – 8:15 am	**BREAKFAST BUFFET**
8:15 am – 10:15 am	**PUBLIC SPEAKING** **Dr. Cristy Beemer**, *Director of Composition, Professional & Technical Writing Coordinator, Associate Professor, University of New Hampshire*
10:15 am – 10:30 am	**BREAK**
10:30 am – 11:45 am	**WRITTEN COMMUNICATION SKILLS** **Dr. Cristy Beemer**, *Director of Composition, Professional & Technical Writing Coordinator, Associate Professor, University of New Hampshire*
11:45 am	**ASSIGNMENTS AND WRAP UP**
11:45 am	**BOX LUNCHES** *(take it for the road or relax and eat while you wait for the line at the valet to get shorter.)*