**SUPERCOMMUNITY BANK BUSINESS BANKING FORUM**

**Conrad Hotel, Miami, FL**

**November 11-12, 2021**

**AGENDA**

**(casual attire, jeans welcome)**

**Wednesday, November 10th (optional)**

**6:00 Meet in the lobby. Anat’s cell number 916 717 1710**

**6:15pm Dinner off-site\***

**Thursday, November 11th**

**7:30am Breakfast**

**8:00 Roundtable Discussions**

* **Bring 2-3 good ideas to share with the group**
* **Bring one best practice**
* **Discuss an example of what not to do (disasters)**
* **Bring questions you’d like to ask**

**10:00 Break**

**10:15 Updates continued**

**12:00pm Lunch**

**1:00 Prospecting methods, analysis and tools**

**2:00 Break**

**2:15 TM model, solutions and structure**

**3:30 Adjourn**

**5:45 Meet in lobby; dinner off-site at Tao Uptown\***

**Friday, November 12th**

**7:30 Breakfast: Goals for next meeting**

**8:00 Application experience end-to-end, for both client and the bank**

**8:45 Deposit acquisitions strategies (continued)**

**9:30 Break**

**9:45 Approach changes given economic softening**

**11:15 Industry-specific RM success**

**12:00 Adjourn**

**\*Guests invited**

**NOTE: Bring enough copies to share**

**\*Guests welcome**