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|  | SuperCommunity Banks Credit – Small Loans Agenda |
|  | Hyatt Regency Scottsdale Resort, Scottsdale, AZ  October 3 - 4, 2022  (Casual attire; jeans welcome) |

# [Sunday, October 2nd]

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

# [Monday, October 3rd]

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| [7:30 AM] | Breakfast |
| [8:00 AM] | Roundtable Discussion  • 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 AM] | Break |
| [10:15 AM] | Post COVID changes. |
| [11:00 AM] | Annual Reviews: Automation |
| [12:00 PM] | Lunch |
| [1:00 PM] | Tools utilizing customer data to inform underwriting intensity: do you use what you already know about the customer to improve underwriting efficiency and quality? |
| [2:00 PM] | Approach to small business/commercial underwriting. |
| [2:45 PM] | Smaller commercial loan express underwriting/low doc standards/best practices. |
| [3:30 PM] | Adjourn |
| [5:45 PM] | Meet in the lobby. |
| [6:00 PM] | Dinner offsite\*. |

# [Tuesday, October 4th]

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| [7:30 AM] | Breakfast – Topics for the next meeting |
| [8:00 AM] | How are others handling the e-sig relative to loan origination/renewal/clean-up of exceptions? |
| [9:15 AM] | Use of DocuSign – best practices. |
| [10:00 AM] | Break |
| [10:15 AM] | Fraud patterns. |
| [11:00 AM] | Bank projections for 2023 lending including thoughts on continued sensitive industries and product types. |
| [12:00 PM] | Adjourn |

\*Guests are welcome.