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|  | SuperCommunity Banks Credit – Small Loans Agenda |
|  | The Charleston Place, Charleston, SC  October 12 - 13, 2023  (Casual attire; jeans welcome) |

# [Wednesday, October 11th]

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

# [Thursday, October 12th]

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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] | Discussion continued. |
| [11:00 AM] | Budget and loan forecast process |
| [12:00 PM] | Lunch |
| [1:00 PM] | Discouraged industries and why; let’s challenge the old thinking for new opportunities |
| [2:30 PM] | What has worked in marketing to originate in our space? |
| [3:30 PM] | Adjourn |
| [5:45 PM] | Meet in the lobby. |
| [6:00 PM] | Dinner offsite\*. |

# [Friday, October 13th]

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| [7:30 AM] | Breakfast – Topics for the next meeting |
| [8:00 AM] | Product management vs. credit management |
| [9:00 AM] | LOS pros and cons |
| [10:00 AM] | Break |
| [10:15 AM] | Third party integration: using third party for cross sell opportunity generation |
| [12:00 PM] | Adjourn |

\*Guests are welcome.