



MISSOURI  
INDEPENDENT  
BANKERS  
ASSOCIATION

EMERGING  
COMMUNITY BANKERS  
SUMMER CONFERENCE  
JULY 18-20, 2018



2359 BITTERSWEET ROAD  
LAKE OZARK, MO 65049  
[WWW.CAMDENONTHELAKE.COM](http://WWW.CAMDENONTHELAKE.COM)  
888.365.5620

## WEDNESDAY, JULY 18TH

**Noon**                      **Bankers Golf Challenge**  
(Golfers and Spectators)  
Osage National Golf Course

*Beverage Cart*  
*Sponsored by:*



**6:00-9:00 pm**            **Dinner**  
Toad Cove or Pool Deck Area  
*Sponsored by:*



**9:00 pm**                      **Hospitality Suite**  
*Sponsored by:* **TIG Advisors**

### BANKERS GOLF CHALLENGE!

Enjoy one of the most scenic golf courses in the state at our Bankers Golf Challenge. Simply check the Bankers Golf Challenge box on your registration form and we will make the reservation as a group! It's a great time to improve your skills while networking with other community bankers!

## THURSDAY, JULY 19TH

**8:00 am**                      **Breakfast & Welcome**  
*Sponsored by:*



**8:30-9:20 am**            **Mindset Matters: Improving Profitability by Changing Mindset**  
*Chris Scaffidi, Director of Marketing Development*



*The Pacific Institute*

Mindset is an attitude or a way of thinking that has a significant impact on our beliefs and performance, and how we live our lives. This session will help attendees understand how the mindset of the bank's customers plays a factor in the mindset of the bank's employees and address specific profitability measures that are impacted by a shift in mindset.

**9:20-10:20 am**           **Standards in Payments**  
*Tom Miller, Sr. Vice President of Sales*  
**SHAZAM**



The rise of proprietary technology in payments is eroding the highly competitive market place 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.

**10:20 -10:30 am**   **Break**

**10:30-11:30 am**   **CEO Peer Panel – Q&A with Bank President/CEO's**

**11:30-Noon**                **Correspondent Banking-Every Community Bank Needs A Bank**

*Dan Ward, Executive Vice President*

*Midwest Independent Bank*



**Noon-1:00 pm**        **Lunch**

1:00-2:00 pm



### Peer Analysis: How Does Your Bank Stack Up?

*Shawn O'Brien, President*

*QwickRate*

High Performing bank boards know the strengths and weaknesses of their own bank and of their competitors'. This session will cover the data that should be regularly analyzed by the board including how to construct a meaningful peer group and the different methods that should be used to compare your bank against your peers.

2:00-2:30 pm



### Investment and Economic Update

*A.W. Spellmeyer, President / CEO*

*First Bankers' Bank Securities*

Discussion of the Investment Landscape

3:30 pm

### Lake Cruise and Dinner

*Sponsored by:*



FRIDAY, JULY 20TH

8:30 am

### Breakfast

*Sponsored by:*



9:00-10:00 am

### Working Together: How to Mentor the Next Generation of Diverse Leaders



*Emily Bogan, Director of Commercial Product*  
*nCino*

Most financial institutions understand the importance of diverse teams and leaders, yet many struggle with the execution of this goal. This session will examine strategies and solutions for overcoming those challenges, building an empowered and competitive workforce, and mentoring the diverse leaders institutions need to succeed.

10:00-10:15 am

### Break

10:15-11:00 am

### Are you Ready for Technology to be a Profit Center at Your Bank?



*Todd Nielsen, Chief Strategy Officer*

*JMARK Business Solutions, Inc.*

When technology strategy meets up with business strategy, synergies can form to catapult your business towards its goals. This presentation will demonstrate how your I.T. service provider can (and should) be a strategic partner that helps you anticipate changes in technology, understand how new technology will affect the industry, and make a dynamic plan to use technology to generate profit and increase market share.

11:00-11:45 am

### Community Banking Update



*Leslie Wilson, Partner*

*BKD CPAs and Advisors*

Overview of the latest in community banking.

11:45 am

### Conference Adjourns

## REGISTRATION FORM

Please print clearly and use the name you prefer on your name badge

Name of Bank: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone #: \_\_\_\_\_

ECB Attendee #1 \_\_\_\_\_

E-mail \_\_\_\_\_

Title \_\_\_\_\_

ECB Attendee #2 \_\_\_\_\_

E-mail \_\_\_\_\_

Title \_\_\_\_\_

\*\*Cancellation Policy: Full refunds will be made if notification is received by Mon., July 9. Otherwise, fee will be forfeited. Substitutions are encouraged\*\*

No. of ECB Registrations \_\_\_\_\_ x Fee = \$ \_\_\_\_\_

No. of Golf Registrations \_\_\_\_\_ x Fee = \$ \_\_\_\_\_

No. of Golf Spectators \_\_\_\_\_ x Fee = \$ \_\_\_\_\_

**TOTAL REGISTRATION FEES** \$ \_\_\_\_\_

Check Enclosed     Invoice Me     Credit Card\*

\*If you are paying by credit card, please fill out the following information

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

\*\*There will be a 3% Convenience Fee for credit card payments\*\*

### HOTEL REGISTRATION & AMENITIES

The Camden on the Lake Resort, Spa, & Yacht Club at Toad Cove is located at 2359 Bittersweet Road. Each suite is handsomely appointed with high thread count linens, lavish comforters, built-in flat screen televisions, stereo tuner and surround sound, DVD and CD players, hi-speed wireless Internet access, kitchenettes and more. Check in time is 4:00 pm and check out time is 11:00 am. **Make your room reservations by June 18 directly with the hotel at 888.365.5620.** Ask for the "MIBA0718" block rates of \$141+tax. Visit [www.camdenonthelake.com](http://www.camdenonthelake.com) for additional hotel details.

### PRICING:

ECB SEMINAR REGISTRATION:

Includes Weds dinner,  
Thurs. & Fri. meals, Boat  
Outing, Seminar and materials  
Fee: \$495

BANKERS GOLF CHALLENGE:

Green Fee and Cart  
Fee: \$69 per person

Spectator/Cart Only  
Fee: \$15 per person

### WHO SHOULD ATTEND?

- Any staff member over the age of 21 employed by an MIBA member bank or representative of a MIBA Associate Member firm.
- Progressive, energetic bankers who want to better themselves both personally and professionally.
- Bankers who have set their sights on a leadership role in their banks & communities.
- Representatives of Associate Member firms who want to improve professional skills & network with future bank leaders

Remit form and payment to:

Missouri Independent Bankers Association  
PO Box 1765  
Jefferson City, MO 65102

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