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|  | SuperCommunity Banks Business Banking Agenda |
|  | The Westin Kierland, Scottsdale, AZ  December 1 - 2, 2022  (Casual attire; jeans welcome) |

# [Wednesday, November 30th]

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

# [Thursday, December 1st]

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| [7:30 AM] | Breakfast |
| [8:00 AM] | Roundtable Discussion  • Bring 2-3 good ideas to share with the group  • Discuss an example of what not to do (disasters)  •. Bring questions you’d like to ask  • Your views on the economy |
| [10:00 AM] | Break |
| [10:15 AM] | Discussion resumes |
| [12:00 PM] | Lunch |
| [1:00 PM] | Talent management, program development, and coaching |
| [2:00 PM] | Best practices in credit and sale training |
| [2:45 PM] | Coaching up poor sales performers |
| [3:30 PM] | Adjourn |
| [5:45 PM] | Meet in the lobby. |
| [6:00 PM] | Dinner offsite\*. |

# [Friday, December 2nd]

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| [7:30 AM] | Breakfast: Topics for our next meeting |
| [8:00 AM] | Credit product innovation |
| [9:00 AM] | Segment-specific marketing techniques |
| [10:00 AM] | Break |
| [10:15 AM] | Production drivers for household growth |
| [12:00 PM] | Adjourn |

\*Guests are welcome.