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|  | SuperCommunity Banks Commercial Banking Agenda |
|  | The Andaz Scottsdale, Scottsdale, AZ  May 4 – 5, 2023  (Casual attire; jeans welcome) |

# [Wednesday, May 3rd]

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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, May 4th]

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| [7:30 AM] | Breakfast |
| [8:00 AM] | Roundtable Discussion  • Bring 2-3 good ideas and best practices 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  • Using sales force and other tools to improve RM productivity and sales management |
| [10:00 AM] | Break |
| [10:15 AM] | Discussion resumes |
| [12:00 PM] | Lunch |
| [1:00 PM] | Economic outlook update; impact on loan growth. |
| [2:00 PM] | Managing the sale process during tough economic times. |
| [3:30 PM] | Adjourn |
| [4:45 PM] | Meet in the lobby. |
| [5:00 PM] | Drinks at Anat’s house. |
| [6:00 PM] | Dinner offsite\*. |

# [Friday, May 5th]

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| [7:30 AM] | Breakfast – goals for the next meeting |
| [8:00 AM] | Pros/cons and lessons learned on bringing products in-house, including cards. |
| [9:45 AM] | Break |
| [10:00 AM] | Mergers and System integration best practices and pitfalls. |
| [11:00 AM] | Swaps. |
| [12:00 PM] | Adjourn |

\*Guests are welcome.