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|  | SuperCommunity Banks Commercial Banking Agenda |
|  | Ritz-Carlton Naples, Tiburon, Naples, FL  November 2 - 3, 2023  (Casual attire; jeans welcome) |

# [Wednesday, November 1st]

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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, November 2nd]

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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] | Operating efficiency tools |
| [2:00 PM] | Organization and staffing, including benchmarking; training for larger deals |
| [3:30 PM] | Adjourn |
| [5:45 PM] | Meet in the lobby. |
| [6:00 PM] | Dinner offsite\*. |

# [Friday, November 3rd]

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| [7:30 AM] | Breakfast – goals for the next meeting |
| [8:00 AM] | Credit tightening |
| [9:00 AM] | Capital markets |
| [9:45 AM] | Break |
| [10:00 AM] | Underwriting small transactions efficiently |
| [11:00 AM] | Verticals for loans and deposits |
| [12:00 PM] | Adjourn |

\*Guests are welcome.