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|  | SuperCommunity Banks Commercial Banking Agenda |
|  | Ritz-Carlton Naples, Tiburon, Naples, FLNovember 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.