**SUPERCOMMUNITY BANK BUSINESS BANKING FORUM**

**Charleston, SC**

 **October 26-27, 2020**

**AGENDA**

**(casual attire, jeans welcome)**

**Sunday, October 25 (optional)**

**6:00 Meet in the lobby. Anat’s cell number 916 717 1710**

**6:15pm Dinner off-site\***

**Monday, October 26**

**7:30am Breakfast**

**8:00 Roundtable Discussions**

* **Bring 2-3 good ideas to share with the group**
* **Bring one best practice**
* **Discuss an example of what not to do (disasters)**
* **Bring questions you’d like to ask**
* **2020 changes to credit policy**
* **Talent selection, retention and career pathing conversation continued**

**10:00 Break**

**10:15 Updates continued**

**12:00pm Lunch**

**1:00 Cash Management sales process and product line**

 **2:00 Break**

 **2:15 Sales management, coaching and marketing**

 **3:30 Adjourn**

 **5:45 Meet in lobby; dinner off-site\***

**Tuesday, October 27**

**7:30 Breakfast: Goals for next meeting**

**8:00 Payments impact on business banking**

**8:45 Optimum number of business bankers in a market**

**9:30 Break**

**9:45 Portfolio management – protecting the back door**

**11:15 Industry-specific RM success**

**12:00 Adjourn**

**\*Guests invited**

**NOTE: Bring enough copies to share**

**\*Guests welcome**

**NEXT MEETING: June 14-15, 2021**