



*The Independent Bankers Association of NYS presents the*

# 2020 Directors Conference



February 4, 2020  
New York, NY

6

CPE Credits\*

# overview

The role of a community bank director is one that is always changing and has never been more critical to the success of your bank.

The 2020 IBANYS Annual Directors Conference is an informative and engaging event designed to help you gain the tools essential to guide your bank's growth and profitability and sustain its vision for the future.

Leave this event with innovative practices, new strategies, and creative tactics you can bring back to your bank and implement immediately!



## who should attend

**DIRECTORS**  
**PRESIDENTS**  
**CEOS**  
**CHAIRMEN**  
**OUTSIDE COUNSEL**

Earn up to 6 CPE credits.

\*IBANYS has been authorized by the NYS Department of Education to award continuing profession education (CPE) credits.



**February 4, 2020**  
**Pryor Cashman LLP**  
**7 Times Square, 40<sup>th</sup> Fl.**  
**New York, NY 10036**  
**212-421-4100**

## STAY CONNECTED



# agenda



8:30–9:00 am	<b>REGISTRATION AND CONTINENTAL BREAKFAST</b>
9:00–9:10 am	Introductions
9:10–10:00 am	<b>New Technologies: The Future of Payments</b> <i>Manish Nathwani, SVP-Product Development, SHAZAM</i> Evolving and emerging technologies like chip, P2P and voice payments are changing the payments landscape and businesses of all sizes need to stay informed. To remain relevant and competitive, you need to understand today's payment trends and consider how to meet the demands of modern commerce. Explore the benefits of new technologies, the challenges they present, and how increased options on payment networks could mean higher profitability for your institution.
10:00–10:50 am	<b>Having an Effective Compliance Culture and How to Get There</b> <i>Justin Muscolino, Head of North American Compliance Training, GRC Solutions, Pty.</i>
10:50–11:00 am	Networking Break
11:00–11:50 am	<b>The Future Is Now: Talent &amp; Compensation Strategies that Drive Success</b> <i>Flynt Gallagher, President, Compensation Advisors</i> Banks today can't afford to look back at the pay programs and talent needs of the past. Future success and growth will require a more strategic approach to compensation, leadership development and board succession. This session discusses best practice techniques for compensating and developing the executive and board leadership to execute unique business strategies.
11:50–12:30 pm	<b>LUNCH</b>
12:30–1:20 pm	<b>Politics Won't Derail U.S. Economic Expansion</b> <i>Brian Jones, Financial Economist, Federal Home Loan Bank of New York</i> Now in its 11th year, the current business cycle upturn is the longest in U.S. history. While political uncertainties associated with the 2020 election and the ongoing impeachment process will undoubtedly add to market volatility in the New Year, they are unlikely to derail the current expansion. Indeed, steady, if unspectacular, growth, solid labor market conditions, stable inflation and gradually rising interest rates probably will be the norm over the foreseeable future.
1:20–2:10 pm	<b>FDIC Update</b> <i>Frank Hughes, Regional Director NYC, FDIC</i> 2019 year in review and a look ahead to 2020
2:10–3:00 pm	Networking Break
3:00–3:10 pm	<b>Navigating the Regulatory Labyrinth: An Exploration of Strategic Options and Considerations</b> <i>Pinchus Raice, Co-Chair of Pryor Cashman's Financial Institutions Group, Pryor Cashman, LLP</i> This session will discuss how best to navigate the current regulatory environment. The discussion will invite audience questions and comments. (1) managing the examination process; (2) effective responses to exit meetings that bring unpleasant surprises, such as proposed ratings downgrades, MRA's, MRIA's and threatened enforcement actions; (3) defending the regulatory record by creating a positive institutional narrative independent of the frequently noxious regulatory narrative; (4) institutional options, including intra-agency appeals, that are available to challenge CAMELS ratings downgrades and other adverse material supervisory determinations; (5) how to respond to a regulatory demand that the institution sign a consent order, including negotiating strategies and formal administrative challenges to unwarranted or overreaching orders; and (6) the availability of federal court challenges to unjustified CAMELS ratings and otherwise arbitrary and capricious regulatory actions and conduct.
3:15 pm	<b>CLOSING REMARKS – CONFERENCE ADJOURS</b>

## REGISTRATION FORM

# Bank Directors Conference



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**FAX**  
(518) 436-4648



**MAIL**  
IBANYS, 19 Dove St., Suite 101, Albany, NY 12210



**FEBRUARY 4, 2020**  
Pryor Cashman LLP  
7 Times Square, 40th Fl., New York, NY 10036  
212-421-4100

**REGISTRATION  
DEADLINE:  
WEDNESDAY,  
JAN. 29, 2020\***

CoBank/Organization

Address

City/State/Zip

Phone

Fax

Attendee Name

Title

Email

Attendee Name

Title

Email

Attendee Name

Title

Email



### COST

Member: \$275 per person  
Non-Member: \$325 per person

### PAYMENT

My check is enclosed \$ \_\_\_\_\_ Make checks payable to IBANYS

Charge \$ \_\_\_\_\_ to  MasterCard  Visa  Amex

Credit card #

Exp. date

CVV# (Amex on front of card)

Print card name

Credit card address (if different than above)

Signature

\*No refunds given after this date.