

# FRESH PERSPECTIVES ON THE WAY WE BANK



IBA

EVOLVING DIGITAL TECHNOLOGIES, SHIFTING CONSUMER PREFERENCES AND INCREASING COMPETITION ARE CREATING NEW CHALLENGES FOR BANKS. AS THE INDUSTRY IS BEING TRANSFORMED, IT IS UNCERTAIN HOW IT WILL LOOK OVER THE NEXT DECADE.

AT THE 2019 IBA ANNUAL CONVENTION, RENOWNED SPEAKERS WILL HELP SHIFT YOUR PERSPECTIVES AND DEEPEN YOUR INDUSTRY UNDERSTANDING. BUSINESS LEADERS, PRACTITIONERS, CONSULTANTS AND ACADEMICIANS WILL PROVIDE VALUABLE INSIGHTS, OFFER FRESH POINTS OF VIEW AND SHARE INSPIRING STORIES.

WE HOPE YOU CAN JOIN US  
IN FRENCH LICK!



## LOCATION

All events for the IBA Annual Convention will be held at the French Lick Resort, located at 8670 State Road 56, French Lick, Indiana. The French Lick Springs Hotel was established in 1845 and has been artfully restored to its full grandeur, featuring two spas and pools, multiple restaurants, boutique shopping and a full-service casino.

## REGISTRATION

Please register online at [indianabankers.org](http://indianabankers.org), or complete the registration form and return it along with a credit card number or check payable to IBA Foundation Inc.

## CANCELLATIONS

Attendee registrations canceled in writing on or before August 29 will receive a refund.

## DRESS

Attire for the Chairman's Banquet on Sunday evening will be dress attire with a black-tie option. All other convention events are business casual.

## EXHIBIT HALL ACTIVITIES

More than 40 booths featuring cutting-edge products and services specifically designed for the banking industry are all under one roof in the IBA exhibit hall. Everyone comes out a winner, with attendees gathering information about the newest and most innovative products on the market. The exhibit hall is the site of several convention functions, including the opening reception on Sunday and the Monday evening reception. Join us on Tuesday morning for live drawings in the exhibit hall. Be sure to visit all the booths, and drop off your business card before 9 a.m. on Tuesday to put you in the running for wonderful prizes donated by IBA service providers.

# SUNDAY

SEPTEMBER 15, 2019

**11:00 AM**

GOLF TOURNAMENT

**2:00 PM - 6:00 PM**

EXHIBITOR MOVE-IN

**2:00 PM - 4:00 PM**

WEST BADEN HISTORICAL TOUR

**6:00 PM - 7:00 PM**

OPENING RECEPTION

**7:00 PM - 10:00 PM**

CHAIRMAN'S BANQUET

**10:00 PM - MIDNIGHT**

HOSPITALITY SUITE OPEN

# MONDAY

SEPTEMBER 16, 2019

**7:30 AM - 8:30 AM**

BREAKFAST IN THE EXHIBIT HALL

**8:30 AM - NOON**

GENERAL SESSIONS

**NOON - 1:30 PM**

KEYNOTE LUNCH AND  
ELECTION OF OFFICERS

**1:30 PM - 4:00 PM**

GENERAL SESSIONS

**5:30 PM - 7:00 PM**

COCKTAIL RECEPTION

**7:00 PM - 8:30 PM**

FLD PAC AUCTION & DINNER

**8:30 PM - MIDNIGHT**

HOSPITALITY SUITE OPEN

**9:00 PM - 11:00 PM**

EUCHRE TOURNAMENT

# TUESDAY

SEPTEMBER 17, 2019

**7:30 AM - 9:00 AM**

KEYNOTE BREAKFAST &  
STATE OF THE ASSOCIATION

**9:15 AM - NOON**

GENERAL SESSIONS

**10:45 AM**

EXHIBIT TEARDOWN

**NOON**

CONVENTION ADJOURNS



## HOTEL RESERVATIONS & RATES

Hotel reservations can be made by contacting the French Lick Springs Hotel online at [indianabankers.org/convention#hotel](http://indianabankers.org/convention#hotel) or by calling 888-936-9360 and using group code 0919IBA. The block will be available until August 16. Reservation requests received after the cut-off date will be accepted on a space-available basis.

**Saturday, Sept. 14..... \$164**

**Sunday, Sept. 15..... \$144**

**Monday, Sept. 16..... \$144**

There also is a limited number of rooms blocked at West Baden Springs Hotel. Please book online or use the group code for rates and availability.

## SPECIAL NEEDS

The IBA is committed to providing the best education in the best facility possible. To that end, we strive to accommodate any special needs bankers may have while attending our programs. If you require any special accommodations or have dietary restrictions, please indicate so on your registration form.

## FOR MORE INFO...

Program Questions

**Chris Bennett**

[cbennett@indianabankers.org](mailto:cbennett@indianabankers.org)  
317/333-7142

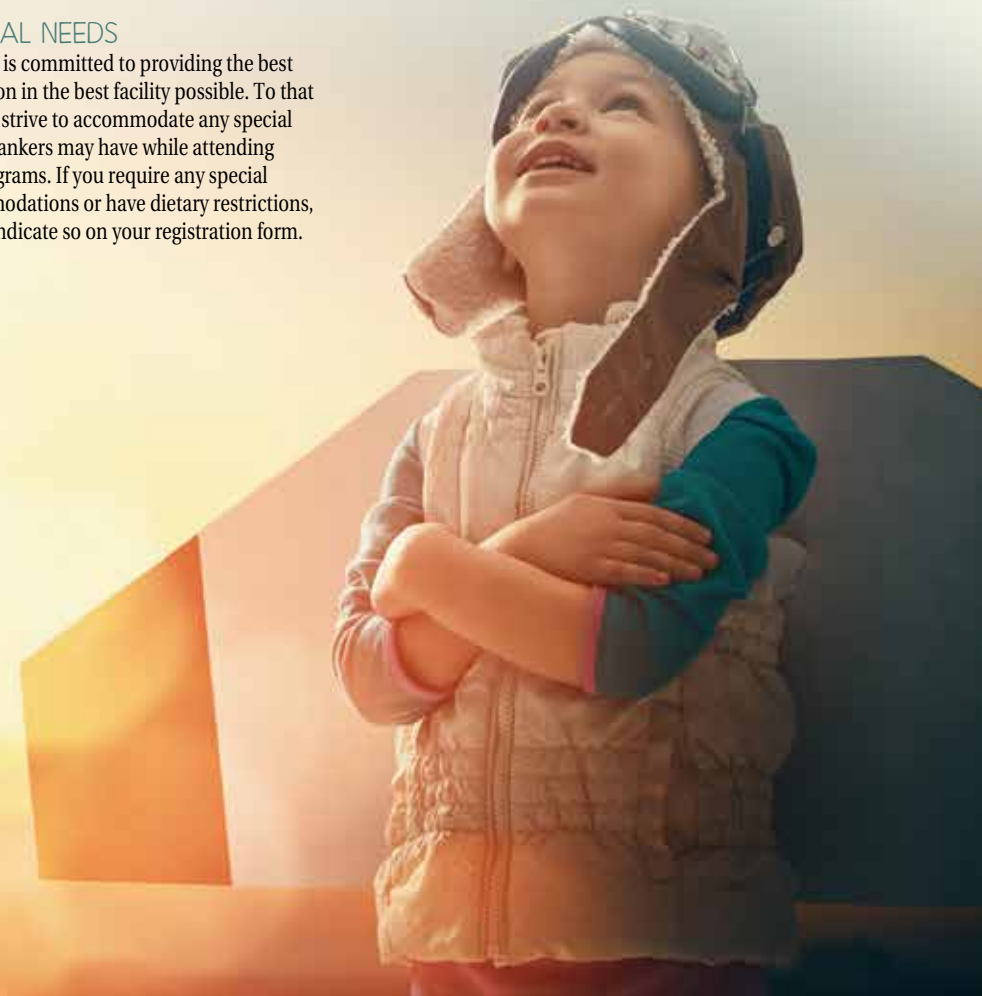
Registration Questions

**Susan Clark**

[sclark@indianabankers.org](mailto:sclark@indianabankers.org)  
317/333-7161

## IMAGE USE POLICY

Registration in IBA events constitutes an agreement to the IBA's use and distribution of the attendee's image or voice. Details: [indianabankers.org/policy](http://indianabankers.org/policy)



# JUST FOR FUN!

## CHAIRMAN'S BANQUET

**Anthem.** 

This year's convention will once again feature the Chairman's Banquet on Sunday night. The evening will begin with a cocktail reception, followed by an elegant, black-tie-optional dinner and recognition of our past presidents and members of the IBA 40 Year Club.

Dinner will be followed by "The Stetson Experience." Mind reading has never been this much fun, as performer Jon Stetson injects uproarious comedy into his performance for side-splitting hilarity.



Jon Stetson is a fourth-generation mentalist who grew up hearing stories about his grandfather's uncle, a man named Alexander who traveled across the country performing as a magician, crystal gazer and mind reader. Join us for a show that will be amazing, motivational, inspirational ... and hilarious to boot.

The grand prize drawing, a perennial show stopper, will take place at the conclusion of the banquet. You must be present to win!

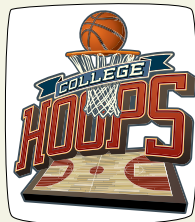


## GRAND PRIZE GIVEAWAY



The grand prize drawing takes place at the

Chairman's Banquet. This year's prize is a stunning round diamond solitaire pendant. This sparkly pendant is a single round cut white diamond set in 14K gold on a 14K gold box chain. To be eligible, you must be an IBA-member banker, a full convention registrant, and be present at the Sunday night Chairman's Banquet.



## FUTURE LEADERSHIP DIVISION SILENT AUCTION AND DINNER



The Future Leadership

Division's annual silent auction is the place to be on Monday evening. You will have the opportunity to bid on treasures such as sporting event tickets, golf items, decorative pieces, sports memorabilia and specialty items. All funds raised will benefit Indiana BANKPAC. Don't miss this chance for quality shopping while supporting the PAC that supports Indiana banking.



## HOSPITALITY SUITE

For those looking for after-hours camaraderie, we will be hosting the popular hospitality suite after all scheduled events on Sunday and Monday. This is a place to meet, socialize and network with one another and is ideal place for reuniting with old friends or meeting new ones.



## INDIANA BANKPAC SWEEPSTAKES



Enter the Indiana BANKPAC sweepstakes for the chance to win a 10-day trip for two to scenic Scotland, or a \$5,000 cash prize. From its rugged, sea-sprayed islands to ancient castles rich in history, Scotland's treasures are diverse and compelling. Take a cruise on fabled Loch Ness, marvel at the stunning Isle of Skye and wilderness of Cairngorms National Park, and explore historic Dunrobin Castle, Culloden Battlefield and Edinburgh Castle. Sweepstakes entries may be submitted with a \$25 donation each. Contact Josh Myers at the IBA. No purchase is necessary to enter or win.



## EUCHRE TOURNAMENT



If words like "trumps, bowers, tricks and going alone" are in your vocabulary, this is the event for you. Join us on the mezzanine level of the hotel on Monday night for some late-night diversion at the annual IBA euchre tournament. We'll be playing a progressive tournament with multiple changes in partners, and with each player scoring individually. There will be fabulous prizes for the winners and guaranteed fun for all.





## SUNDAY OPTIONAL ACTIVITIES

### GOLF SCRAMBLE AT THE DONALD ROSS COURSE AT FRENCH LICK

Sunday, September 15 - Shotgun Start 11:00 AM



Test your game on the beautiful Donald Ross Course at French Lick. Each golfer will receive a box lunch, and beverages will be available throughout the day. Awards will be presented during lunch on Monday. See you on the fairways!



### HISTORIC TOUR OF FRENCH LICK AND WEST BADEN

Sunday, September 15 - 2:00 PM – 4:00 PM

Step back in time and be captivated by the architecture and history of the French Lick and West Baden Springs hotels. Hear how the area was once the prime vacation spot for wealthy health-seekers and high rollers at the turn of the 20th century. Learn about and gain a deeper appreciation for the multi-million-dollar renovation recently completed at both hotels.

Indiana Landmarks will lead this tour, highlighting West Baden's fascinating history, stately architecture and gardens, and award-winning restorations.

# FOR THE SIGNIFICANT OTHERS



### FITNESS WALK

*Monday, September 16*

**8:30 AM - 9:30 AM**

Looking for a little fresh air and exercise to start your day? Fitness walking is an easy and fun way to burn calories and enjoy companionship. All you need are suitable shoes, comfortable clothing and the will to walk.



### WINE PAIRINGS

*Monday, September 16*

**1:30 – 3:30 pm**

Experience wine tasting at West Baden Springs Hotel paired with five courses of a variety of hors d'oeuvres. The event includes American and European wine presentations by French Lick's house wine expert highlighting a different imported or domestic varietal with each pairing.



### KEYNOTE BREAKFAST

*Tuesday, September 17*

**7:30 am Breakfast Buffet Opens**

**8:00 am Keynote Speaker**

**CRISIS LEADERSHIP**

***Lt. Col. Robert J. Darling***

***U.S. Marine Corps (Ret.)***

Join all convention attendees for an insightful, inspirational, patriotic keynote that will instill in each listener the important role each of us plays in supporting America's defenders.

On Sept. 11, 2001, Lieutenant Colonel Darling was working in the White House Military Office. He initially was tasked to coordinate airlift assets for the president's evacuation to an undisclosed site, but he was quickly recruited to provide his military expertise, becoming a key liaison and working directly with the National Command Authority in response to the terrorist attacks. Lt. Col. Darling witnessed firsthand the enormity of the crisis leadership decisions that were made on behalf of all Americans on that fateful day.



### REVERSE CANVAS SIGN CREATIONS

*Tuesday, September 17*

**10:00 am**

Unlock your artistic side as an experienced artist works with you to craft a unique creation. Hand-crafted canvas signs are the perfect rustic accent to any home décor, and you'll have your own creation to take home and display — decorated just as you like it.

# AWARD WINNING SPEAKERS



CONVENTION EMCEE & MODERATOR

## JOE MICALLEF

*Joe Micallef is an award winning banker and sales expert with over 27 years of banking and sales leadership experience which ideally positions him to share insights on universal best practices for achieving sales success and growing your bank. Joe is a veteran emcee who will help convention events flow smoothly as he delivers bits of banking wisdom along the way.*

## 2019 KEYNOTES...



### EIGHT TRAITS OF A QUALITY TEAMMATE

**Kevin Kush**

*How well do the members of your organization or team work together? Is yours a smooth, well-oiled machine, or a fractured collection of in-it-for-themselves individuals? In a straight-forward, no-excuses style, Kevin Kush discusses eight traits that can turn any organization into a cohesive, high-performing team. The ability to exhibit selfless behavior, show respect, be accountable, and adapt to change are just a few of the areas that will be discussed. Coach Kush's passion for performance is contagious and will help lead your team to greater productivity and success.*



### CRISIS LEADERSHIP

**Lt. Col. Robert J. Darling**  
**U.S. Marine Corps (Ret.)**

*Join all convention attendees for an insightful, inspirational, patriotic keynote that will instill in each listener the important role each of us plays in supporting America's defenders. On Sept. 11, 2001, Lieutenant Colonel Darling was working in the White House Military Office. He initially was tasked to coordinate airlift assets for the president's evacuation to an undisclosed site, but he was quickly recruited to provide his military expertise, becoming a key liaison and working directly with the National Command Authority in response to the terrorist attacks. Lt. Col. Darling witnessed firsthand the enormity of the crisis leadership decisions that were made on behalf of all Americans on that fateful day.*



## 2019 INDUSTRY LEADERS...



**Jeffrey M. Szyperki**  
**American Bankers Association**  
**Chairman, President & CEO**  
**Chesapeake Bank**  
**Kilmarnock, VA**



**Noah Wilcox**  
**Independent Community Bankers**  
**of America**  
**CEO and Chairman**  
**Grand Rapids State Bank**  
**Grand Rapids, MN**

# FRESH, NEW WAY OF THINKING

GENERAL SESSIONS



## GROWTH STRATEGIES THAT MOTIVATE PEOPLE AND PRODUCE RESULTS

**Joe Micallef**  
*Grow UP Sales*

*The importance of skillful sales planning in this rapidly changing marketplace is increasingly evident, yet banks are not effectively leveraging their most valuable planning tool – their staff. Investing time, money and effort to develop a collaborative sales plan that captures the knowledge, experiences and ideas of your broader sales team will not only produce a more focused sales effort, but will inspire greater staff engagement across the bank.*



## REMAINING RELEVANT IN A DIGITAL BANKING WORLD

**Dave Martin**  
*Bankmechanics*

*Evolution does not mean elimination, but failing to evolve guarantees it. Ubiquitous technology threatens to commoditize banking services and has already begun altering competitive landscapes. Contrary to the predictions of some futurists, however, the human component of our organizations is now more important, not less. Dave Martin will share his unique observations and suggestions about protecting and building on what makes our individual institutions special today, and how leaders can transform their businesses and prepare their teams to thrive in the industry of tomorrow.*



## PAYMENT TRENDS & FINTECH DISRUPTORS

**Tony DeSanctis**  
*Cornerstone Advisors*

*In this session, we will review key areas of the payment ecosystem*

*and discuss how conditions are changing – including debit, credit, fintech, processors and networks. We will also take a look at where the innovations, enhancements and disruptors are coming from, and examines the keys to ongoing payment success in this environment.*



## HUNTING DOWN HIGH POTENTIAL TALENT + FUTURE LEADERS

**Heather Haas, Advisa**

*The most important work any organization can do is to identify,*

*engage and empower future leaders. A leadership pipeline is the oxygen all organizations need to achieve long-term success. Despite this reality and the bleak state of bench strength in many organizations, the work of identifying and developing high-potential talent is still not a top priority. Most business owners and executives simply don't know where to start to effectively uncover high-potential talent and develop future leaders. This session will provide practical ideas to challenge your thinking about tools and strategies that could transform the leadership conversation in your organization.*



## STRATEGIES FOR INDEPENDENCE AND THE IMPORTANCE OF SHAREHOLDER LIQUIDITY

**Charles M. Crowley & Christopher M. Chapman, Boenning & Scattergood**

*For many banks, the average shareholder age is approaching or exceeds 70. Executives and boards increasingly need to think outside the box to create a path to liquidity for*

*shareholders that does not require selling the bank. Shareholder succession requires board attention, just as management*

*succession does. In addition to improving liquidity options for the benefit of long-time shareholders, a bank with enhanced liquidity will improve its chances of raising capital and in potentially being more competitive when M&A deals present themselves. This session will cover strategies for liquidity and shareholder succession, showing why a proactive approach can help a bank control its own long-term destiny.*



## BANKING THE HEMP INDUSTRY

**Gary Lax**

**Luse Gorman, PC**

*Hemp is currently*

*used in over 25,000*

*products in the United*

*States, ranging from*

*industrial to personal care to oil products.*

*Hemp and hemp-derived products are*

*fast-growing markets, with U.S. crop sales*

*estimated to grow to over \$2.5 billion/year by*

*2022, and hemp-derived oil (CBD) product*

*sales estimated to grow to \$22 billion/*

*year by 2022. Recently passed federal and*

*Indiana legislation provide a clear path for*

*all banks, regardless of their size and level*

*of expertise, to provide banking products*

*and services to the hemp industry. This*

*presentation will dispel misinformation*

*about the hemp industry, discuss the*

*difference between hemp and marijuana,*

*explore hemp's legal status under federal*

*and state law, review the risks and rewards*

*of banking this industry, and discuss the*

*basics of an effective compliance program to*

*onboard and monitor hemp customers.*





# REGISTRATION

Indiana Bankers Association  
Annual Convention and Trade Show

September 15-17, 2019 • French Lick Resort (Please copy form for additional attendees.)

NAME (AS YOU WISH TO APPEAR ON BADGE)

TITLE

SPOUSE/GUEST NAME (IF ATTENDING)

BANK/ FIRM

CITY

EMAIL ADDRESS

BUSINESS PHONE

MOBILE PHONE (FOR EMERGENCIES ONLY)

**Overnight reservations need to be made directly with the hotel by dialing 888-936-9360 and using Group Code 0919IBA.**

REGISTRATION FEES	EARLY BIRD DISCOUNT	AFTER AUGUST 21	TOTAL
Full Registrant	\$445	\$595	
Spouse/Guest	\$250	\$345	
Sunday Dinner Only	\$135	\$135	
Monday Only	\$275	\$330	
ADDITIONAL FEES	NO EARLY BIRD DISCOUNTS		TOTAL
Golf (Bank Member)	\$150	\$150	
Golf (Associate Member)	\$195	\$195	
French Lick & West Baden Historic Tour	\$20	\$20	
		Nonmembers (add 100% surcharge)	
<b>Total</b>			<b>\$</b>

**Event & Meal Sign-Up – Help Us Plan for Your Needs!** The registration fees shown above include the following meals and events. However, to assist us with accurate counts for planning purposes, please indicate which meals and events you plan to attend.

**Dietary Restrictions or Disabilities**  I have a dietary restriction or a disability. Please contact me for details.

Member/Associate Member	Spouse/Guest Meals & Events		
<input type="checkbox"/> Sunday, Golf (\$) Handicap _____ <input type="checkbox"/> Sunday, Historic Tour (\$) <input type="checkbox"/> Sunday, Chairman's Banquet <input type="checkbox"/> Monday, Breakfast in Exhibit Hall <input type="checkbox"/> Monday, Keynote Lunch <input type="checkbox"/> Monday, PAC Auction and Dinner <input type="checkbox"/> Tuesday, Breakfast Buffet with Keynote	<input type="checkbox"/> Sunday, Golf (\$) Handicap _____ <input type="checkbox"/> Sunday, Historic Tour (\$) <input type="checkbox"/> Sunday, Chairman's Banquet	<input type="checkbox"/> Monday, Breakfast in Exhibit Hall <input type="checkbox"/> Monday, Fitness Walk <input type="checkbox"/> Monday, Wine Pairings <input type="checkbox"/> Monday, PAC Auction & Dinner	<input type="checkbox"/> Tuesday, Breakfast Buffet with Keynote <input type="checkbox"/> Tuesday, Canvas Creations
SPOUSE EMAIL ADDRESS OR PHONE NUMBER _____			
Return to: IBA Foundation • 8425 Woodfield Crossing Blvd Suite 155E • Indianapolis, IN 46240 FAX 317-333-7161 • Online registration is available at <a href="http://www.indianabankers.org">www.indianabankers.org</a>			



### Payment Information

Please invoice (IBA members only)  Check enclosed (payable to IBA Foundation Inc.)  MasterCard  VISA  AMEX

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Billing Address \_\_\_\_\_