

CU Conferences® - We're "The Ones

In Red"

Educating the Credit Union Community

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Credit Union Services and Products (S&P Forum)

September 23 - 26, 2010 Renaissance Seattle Hotel - Seattle, Washington

Thursday - September 23, 2010 Credit Union Services & Products Forum

| Ci cait omon oci vices a i rodaces i oram | | |
|---|--|--|
| 11:30 p.m. to 1:00 p.m. | Conference Registration | |
| 1:00 p.m. to 1:15 p.m. | Introduction | |
| 1:15 p.m. | Social Media Made Easy | |
| to 2:15 p.m. | Mark Arnold | |
| | Senior Vice President Neighborhood Credit Union | |
| 2:15 p.m. to 2:30 p.m. | Networking/Refreshment Break | |
| 2:30 p.m. to 3:30 | Take Back Your Website | |
| p.m. | Jeff Hunt, Consumer Program Manager CUNA Mutual Group | |
| 3:30 p.m. to 3:45 p.m. | Day in Review | |
| 5:00 p.m. to 6:00 p.m.* | Welcome Reception *Your Registered Spouse or Guest is welcome at these events. | |
| Friday - September 24, 2010 | | |
| 8:00 a.m. to 9:00 | Sit-Down Breakfast | |

| a.m.* | Credit officit Services and Froducts For |
|-----------------------------------|---|
| 9:00 a.m. to 9:15 a.m. | Introduction |
| 9:15 a.m. to 10:15 a.m. | ¿Se Habla Español? Developing A Hispanic Marketing <u>Strategy</u> |
| | Mark Arnold |
| | Senior Vice President Neighborhood Credit Union |
| 10:15 a.m. to 10:30 a.m. | Networking/Refreshment Break |
| 10:30 | Executive Benefits Plans - After the Collapse |
| a.m. to 11:30 a.m. | John Moreno, Specialist, Executive Benefits CUNA Mutual Group |
| 11:35 a.m. to 12:35 | Kick Consultative Selling Up A Notch: Tailor your sales conversations to the life stage needs of your members |
| p.m. | Terri Bosley, President Monarch Performance Group, LLC |
| 12:35 p.m. to 1:30 p.m.* | Group Luncheon |
| 1:30 p.m. to 2:30 p.m. | Mortgage Lending In The New Financial World - How Credit Unions Can Capitalize on Changing Markets And Industry Practices |
| | Peter Fugaro, President Prymak, LLC |
| 2:35 p.m. to 3:35 p.m. | Smart Remarketing For Your Vehicles |
| | Layne Weber, Vice President/National Remarketing Sales CitiFinancial Auto |
| 3:30 p.m. to 3:45 p.m. | The Day in Review |
| Saturday - September 25, 2010 | |
| 8:00 a.m. to 9:00 a.m.* | Sit-Down Breakfast *Your Registered Spouse or Guest is welcome at these events. |
| 9:00 a.m. to 9:05 a.m. | Introduction |

| 9:05 a.m. to 10:05 a.m. | Leverage Relationship Marketing As Your Competitive Advantage To attract New Members Pam Selker-Rak President CommuniTech, LLC |
|-----------------------------------|--|
| 10:05 a.m. to 10:20 a.m. | Networking/Refreshment Break |
| 10:20 a.m. to 11:20 | Newly Available Investment Capabilities For Credit Unions |
| a.m. | John Moreno, Specialist, Executive Benefits CUNA Mutual Group |
| 11:25 a.m. to | Online Account Opening And Lending |
| 12:25 p.m. | Gary Hess, President Gary Hess Consulting |
| 12:25 p.m. to 12:30 p.m. | Forum Wrap-Up |
| Sunday - September 26, 2010 | |
| | Travel Day Please have a safe trip home! |
| * | Your Registered Spouse or Guest is welcome at these events. |
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