2016 AFPSD Treasury Symposium

Thursday, September 15, 2016 – Hilton Del Mar

Session Details:
2 tracks, 4 sessions each - running concurrently - for a total of 8 session options during 4 time slots + 3 general sessions. Each session's remarks are 1.0 hours in length (**with the exception of our 3rd General Session, that will be 30 minutes in length**).

Track A

A1- The 2016 AFP Payments Fraud and Control Survey Presentation

Speaker: *Magnus Carlsson, Manager for Treasury & Payments, Association for Financial Professionals*

Magnus Carlsson is currently the Manager for Treasury & Payments at the Association for Financial Professionals. Previously Mr. Carlsson worked as the Project Manager for the SEPA project at AB Volvo and was the Arbitrage Manager for Arlington County Treasurer's Office, managing all Arbitrage issues, debt service payments and investment management. He has also been with the Federal Home Loan Banks (FHLB) Office of Finance for seven years in positions of increasing responsibility and scope including Credit Analysis, Short-Term Debt Issuance and Investor Relations.

Before his career in the United States, Mr. Carlsson was a Bank Analyst performing risk- and credit-based analysis on banks and financial institutions at Swedbank Markets in Stockholm, Sweden. He holds a Masters' Degree in Finance from the University of Karlstad, and a Master's degree in Marketing from the University of Gothenburg, School of Business, Economics and Law.

Session Description:
The AFP Payments Fraud and Control Survey is released in March every year. This session will present the very latest data on payments fraud seen from the corporate perspective. Attendees will learn what payment types are subjected to most fraud as well as what changes there might be in fraudulent behavior. Because of the annual frequency of this survey participants of this session will not only learn about the most current statistics but also gain insights of trend shifts in payments fraud, based on previous surveys and also the results from webinar poll questions.

Session Objectives:

Pre-requisite: None.

A2- Payments at the Speed of Light

Speaker: *John Curtis, VP and Head of Education and Training- WesPay*

John Curtis is Vice President and Head of Education and Training for WesPay. He has over 25 years of banking experience primarily in Electronic Payments with a focus on Emerging Payment Technologies. John has been featured in American Banker and is a member of the ABA Payments Law Taskforce. John holds the AAP and NCP accreditations and has lectured frequently on payments topics including: industry trends, legal issues, emerging technologies, compliance and risk.

Session Description:
Same Day to Near Time to Real Time, that's where we're headed. It seems everyone is jumping on the network for faster payments, but who are the players and what are they doing? And is just being "faster" good enough? What about the data? Same Day ACH is just around the corner, but not far behind are new and exciting opportunities. This session will discuss some of the more relevant programs set to affect how we do business and transmit funds over the coming years.

Session Objectives:
1. An understanding of the faster payments initiative being introduced immediately with Same Day ACH
2. An understanding of what other companies and services are in the faster payments space
3. Future planning for organizations payment processing in this new faster environment

Pre-requisite: Basic knowledge of various payment methods

A3- Accounts Payable Invoice Modernization

Speaker (s) : *Curtis Viverette, Director; Purchasing Accounts Payable and Assets and Scott Bellomo, Senior Vice President, PNC Bank*

Curtis Viverette has over 20 years of experience in operational accounting and purchasing. He was on the forefront of PO and invoice automation and fortunate enough to spearhead several projects at his various stops in his career. Curtis soon became well known in the industry as an efficiency expert and has been called on by billion dollar organizations to streamline their procure to pay process.
In his current position, Curtis has pulled together purchasing, AP and assets to create a highly efficient, accurate and scalable department ideal for aggressive growth.
Curtis has had the opportunity to speak at several professional organization conferences and has taught many courses in IAPP and IOMA. He loves to bring order to chaotic environments and real dollars to the bottom line.

Scott Bellomo is an experienced Treasury Management professional with 20 years of demonstrated leadership in traditional and vertical product management. He also has experience in operations management, finance, vendor sourcing, change management and workflow engineering.
In his role as the Payments Group Manager, Scott supports PNC's Treasury Management team in delivering a diverse set of payment solutions for traditional and vertical segments.

Scott has been a frequent speaker on a variety of treasury and payment topics. He is a contributing member of NACHA – the Electronic Payments Association and a member of the Northeast Ohio Treasury Management Association (NEOTMA).

Session Description:
We will demonstrate the ability to transform a paper environment with various modes of invoice processing into a streamlined paperless world that brings accuracy, speed and compliance to any department. We will focus on demonstrating the importance and value of such a transition and then attempt to eliminate the fear of the process. Our approach will be at a user level so as not to intimidate the potential user/endorser of the product.

Session Objectives:
1) Defining the different levels of accounts payable invoice automation
2) Dollarizing the business case to automate the accounts payable process and technology
3) Steps to implementing a successful automation project

Pre-requisite: Understanding of traditional accounts payable invoice processes. Ability to conceptualize the technology.

A4- Viewing Liquidity through a New Lens

Speaker: *Kerry Pope, Institutional Portfolio Manager at Fidelity Investments*

Kerry Pope is an institutional portfolio manager in the Fixed Income division at Fidelity Management & Research Company (FMRCo), the investment advisor for Fidelity's family of mutual funds. Fidelity Investments is a leading provider of investment management, retirement planning, portfolio guidance, brokerage, benefits outsourcing and other financial products and services to more than 20 million individuals, institutions and financial intermediaries. In this role, he provides strategy and communications to business partners regarding the management of Fidelity Institutional Asset Management'sSM Liquidity Management Solutions. Prior to joining the firm in 2011, Mr. Pope was a senior vice president of liability management at State Street Corporation, Treasury from 2004 to 2008.

Previously, he served as a senior vice president of global money markets at State Street Corporation, FX Money Markets for 10 years. He has been in the investments industry since 1986. Mr. Pope earned his bachelor of science degree in business administration from the University of New Hampshire and his master of business administration degree in finance investments from Boston University. He is also a Chartered Financial Analyst (CFA) charterholder.

Session Description:
Kerry will provide corporate treasurers and cash managers insights on the new reality, and offer rationale and strategies for transitioning to a total rate of return world.

New bank rules, money fund regulations and rising interest rates will affect the way institutional investors manage liquidity. During this presentation, Kerry will provide a detailed overview of the Federal Reserve and SEC regulatory changes and market forces driving the flow of liquid investments and the resulting impact on interest rate spreads. Understanding the impact of these changes will be critical in navigating the dynamic market environment.

Kerry will also instruct investors on how to utilize the SEC required disclosures and additional data to make better decisions in the purchase and sale of prime money market funds. Prime money market

funds are not all created equally and investors should fully understand the risk and return takeoffs. Armed with new data and an enhanced understanding, investors will never again simply select the high yielding prime money market fund.

Kerry will overview how select strategic liquidity alternatives may be effectively utilized in a total rate of return environment to further limit risks while enhancing returns. Utilizing real world examples to visualize the risk and return dynamics associated with new strategic liquidity alternatives will assist in educating investors how best to utilize these new instruments.

Session Objectives:

1. Treasury professionals will understand how to utilize the SEC required disclosures and additional data to make better decisions in the purchase and sale of prime money market funds.
2. Treasury professional will have a greater understanding of how select strategic liquidity alternatives may be effectively utilized in a total rate of return environment to further limit risks while enhancing returns
3. Update on current market environment and it impact on money market funds

Pre-requisite: None.

Track B

B1- Treasury and Finance Teams Enhancing Organizational Trust

Speaker(s): *Jim Vogt, Leadership Coach*

Jim is a certified leadership coach and trainer helping others to achieve significance in their lives. He is also a professor for San Diego State University and University of Colorado Denver. He amassed over 30 years senior management experience in payments and financial services, earning CTP, CFE, and AAP credentials.

Session Description:
Organizational trust is the one factor that unleashes your ability to succeed as a leader. In fact, no single asset has the potential to positively affect your organization like enhanced and strengthened leadership trust. This Leadership Training for Treasury and Finance professionals seminar will equip you to increase productivity, improve profitability, and enhance organizational culture.

Session Objectives:
1) 7 Steps that Increase Organizational Trust
2) 8 Actions that Lead to Broken Trust (and How to Fix Each)
3) 6 Activities that Repair Trust with Those You Lead; PLUS 1 Key to Strengthen Trust Throughout Your Company

Pre-requisite: None

B2- "Working Capital Optimization= Automation!"

Speaker: *Mike Walford, Working Capital Consultant, U.S. Bank*

Mike Walford is a Vice President on the Working Capital Consulting team at U.S. Bank dedicated to helping customers optimize their AP and AR processes. Prior to joining the bank in 2012, Mike spent 21 years at competitive financial institutions working in treasury management, commercial card, and electronic payables.

Session Description:
Everyone wants you to optimize but what does that really mean to you and your organization? Automation is the foundation for all your efforts and you'd be surprised at the money you are leaving on the table as you run toward current trends and ignore the processes already in place. Come listen to strategies for cementing your process foundation before you add a second story to your financial house.

Session Objectives:
1. Participants will understand the nature of various types of optimization efforts and what they really mean in regards to change versus automation.
2. They will also have good direction for where to start the change process and the right strategies for laying the proper foundation for change implementation.
3. Any treasury management personal considering changes in the organization would benefit from attending this course.

Pre-requisite: None.

B3- Implementing MMF Reform Solutions

Speaker(s): *Jeff Jellison, CEO-Americas and Tory Hazard, ICD, LLC*

As CEO, Americas, **Jeff Jellison** has been running ICD LLC since 2003. He has been instrumental in all aspects of the company and has helped the company to become the leading institutional investment portal in the world.

Prior to ICD, Jeff was head of Capital Market sales with JP Morgan, where he worked with many of the largest banks in the country promoting JP Morgan products and services. Before joining JP Morgan, Jeff was a partner at Mid Atlantic, which was acquired by SunGard, providing SunGard with their first institutional money fund platform.

Jeff holds a Bachelor of Arts degree from San Diego State University. He is a Series 24 licensed principal and is active with the Association of Finance Professionals.

Tory Hazard manages the global operations of ICD Holdings and all of its subsidiary companies. He leads the company's overall product development efforts, is responsible for ICD's P&L, and has been intricately involved in the company's strategic planning since joining the firm in 2009. Tory is a co-inventor of ICD's patented, award-winning exposure analytics application, Transparency Plus. He holds a Bachelor's Degree in Finance from San Diego State University and an MBA from Pepperdine University. He is a FINRA Series 28 Financial Operations Principal, holds FINRA Series 7 and 63 licenses and is an active member of the Association of Finance Professionals.

Session Description:
The presentation reviews how MMF Reform will affect corporate portfolios, alternative treasury investment products, IRS-approved simplified tax accounting for Prime MMFs, fee and gate impact on MMFs and other treasury investments, as well as reporting to monitor fund liquidity, asset flow and pricing.

Session Objectives:
1) Understand Money Market Fund Reform Issues
2) Review Treasury Investment Alternatives
3) Implement best practices for portfolio's
4) Discussion of Money Market Fund Reform Solutions

Pre-requisite: None.

B4- Corporate Imposter Fraud and Check Fraud: Thwarting Outside Threats – The New and the Tried-and-True

Speaker: *Timothy J. Weibe, CPA, CGMA, Preferred Employers Group and Greg Litster, President, SAFEChecks*

Tim Weibe graduated from Arizona State University with a B. S. in Accounting. He is a Certified Public Accountant and a Certified Global Management Accountant. He has 20 years of Insurance Accounting experience and another 11 years in the Non-Profit sector. He is currently the Chief Financial Officer for Preferred Employers Group, a California domiciled company which writes Workers Compensation insurance, primarily in the state of California. He has been with Preferred Employers since October of 2008. Prior to this he spent 3 years as Assistant Controller and then 1.5 years as the Controller for Unitrin Direct Insurance Company. He has also worked for Scottsdale Insurance Company and began his Insurance Accounting career at Republic Western Insurance Company. Tim also sits on the San Diego Chapter Steering Committee for the Insurance Industry Charitable Foundation.

Greg Litster is President of SAFEChecks, fraud prevention specialists. Mr. Litster was in banking for 18 years, holding various executive-level positions before founding SAFEChecks in 1996. Mr. Litster produces Frank Abagnale's Fraud Bulletin, has given hundreds of fraud prevention seminars, and is a check fraud and embezzlement expert witness.

Session Description:
Corporate Imposter Fraud and BEC scams are among the most serious financial threats organizations face today. Companies are targeted, and their vendors and clients are as well. Check fraud still produces more losses than all other forms of payment fraud, with mobile Remote Deposit Capture making check fraud more complex.

Session Objectives:
1) Participants will learn about Corporate Imposter Fraud, specifically how BEC scams (Business Email Compromise) are carried out and how to prevent them.
2) Participants will learn how to avoid wire transfer fraud, which is often the objective of BEC scams.
3) Participants will learn about preventing check fraud, and how to combine Check 21 and Holder In Due Course rules to have recourse against Mobile Remote Deposit Capture fraud.

Pre-requisite: None.

General Session #1- Global Economic Update

Speaker: William Adams, Sr. International Economist- The PNC Financial Services Group

William (Bill) Adams is vice president and senior international economist for The PNC Financial Services Group. His responsibilities include forecasting economic conditions and exchange rates, covering emerging Asia, the Eurozone, Canada and Latin America. Adams serves as the principal spokesperson on global economic issues for PNC, and frequently presents to PNC clients on the international economic outlook.

Adams joined PNC in July 2011 after serving as resident economist for The Conference Board China Center from 2009 to 2011. In that position he served as spokesman on the Chinese business cycle and was a designer of The Conference Board Leading Economic Index for China®, a widely-followed, market-moving economic indicator. Adams lived in China for five years and is fluent in Mandarin Chinese. In March 2015, he was named vice president.

He is a member of the Economics Advisory Council of the Duquesne University Palumbo Donahue School of Business, is an advisory board member and center associate of the University of Pittsburgh Asian Studies Center, and was a 2014 American Council on Germany Young Leader. He serves on the board of directors of the Economic Club of Pittsburgh - the local chapter of National Association of Business Economics (NABE).

Adams is co-author with Damien Ma of In Line Behind a Billion People: How Scarcity Will Define China's Ascent in the Next Decade, published in 2013 by the Financial Times Press, and translated into Chinese in 2014 by Gusa Publishing (Taiwan).

Adams holds a master degree from the Johns Hopkins School of Advanced International Studies and is a graduate of Harvard College.

General Session #2- Chasing Relevance: Understand, Engage and Maximize Next Generation Leaders

Speaker: *Dan Negroni, Founder & CEO, launchbox*

Join us to learn how to identify the issue and look for the solution when working with "millennials" or next generation as we like to call them. How to attract, retain and engage employees and your customers.

Dan Negroni is a business management and talent development consultant and coach addressing today's critical cross-generational issues. Dan leverages his authentic, no-nonsense approach and experience as a CEO, attorney, senior sales and marketing executive, to help companies bridge the gap between managers and their millennial workforce to increase employee engagement, productivity and profits.

He empowers millennials and management, providing the content, tools and coaching needed to communicate more effectively, build powerful relationships, maximize personal effectiveness, create high performing teams and deliver value to each other and your organization.

As an expert and author on managing and creating next generation leaders, Dan is also a frequent keynote presenter at all types of management and millennial-related events including corporate gatherings, association conferences, industry events and sales meetings.

Clients include DLA Piper, Booz Allen Hamilton, Mintz Levin, Business Online, Rubio's, KPMG, ADP, and many more.

General Session #3- LinkedIn for Treasury & Financial Professionals

Learn how to optimize your LinkedIn profile for SUCCESS!
Learn how to claim your personal LinkedIn URL and more!

Speaker: *Loribeth Pierson, LinkedIn Coach & Speaker*

Loribeth Pierson is very fortunate to have had the time and dedication to learn to "Speak LinkedIn". Over the years, she has had the privilege to teach over 1000 people in 76 countries, how to use LinkedIn to generate leads, sell services and land jobs.

She Ranks in... the Top 1% of most viewed LinkedIn Profiles... and for a good reason. LinkedIn is forever changing; she continuously monitors and studies those changes to show her clients how to extract, employ and produce maximum profitability and lead generation. Years ago LinkedIn's primary use was to display a resume in hopes of landing a job. Times have changed! A friend of hers mentioned that she try LinkedIn thus began her obsession with LinkedIn. If it could help her find a realtor in another state, what else could it be used for? In her case, to launch a new business.

When Loribeth and her brother launched their business, they watched many LinkedIn training videos and thought Wow, LinkedIn could really help them to reach their goals" (and it did). Fast forward to now. Armed with years of trial and error, volumes of LinkedIn Tips, shortcuts and methods that raise her clients above their competition, she now teaches people how to become successful with utilizing LinkedIn in the right way. It really isn't just for your resume. It's so much more!