The 2020 MEGA TICKET

Nearly 50 topics including...

Digital SEO and Lead Generation
Indiana’s New Legacy Trust
Liquidity and Funds Management
Indiana Commercial Credit Trends
The Leadership Starter Kit
Applying Seven Habits of High Performing Salespeople
Mental Health Learning to Leadership
Crypto, Block Chain, & Crypto
Elder Abuse & POA
Enterprise Risk Management
Performance Weeding
Cutting Edge Payments
Roadmap to Digital...

...and much more!

Indianapolis
May 12-14, 2020
For more than 25 years, the IBA Mega Conference has been giving Indiana bankers the opportunity to listen, learn and network with peers. This conference offers a unique program to help your bank find new ways to stay competitive in today’s changing environment. The 2020 MEGA Ticket is your ticket toward building a more successful future. Grab a ticket and join us in Indianapolis at the 2020 Mega Conference.

YOUR 2020 MEGA TICKET
Renowned speakers, offering fresh points of view and inspiring stories, will help shift your perspectives and deepen your industry understanding. Business leaders, practitioners, consultants and academicians will share their valuable insights.

YOUR TICKET TO GROWTH
Forty-eight concurrent sessions provide a complete education for banking professionals at all career stages. Choose from a broad range of topics to customize your learning experience and concentrate on solutions to make your organization more compliant and cutting-edge. Application has been made for CLE, CPE, ICB/ABA, SPHR and SHRM credit. Specific credit information will be available at the IBA registration desk and in the conference program booklet.

YOUR TICKET TO NETWORK
Opportunities abound to connect with peers and colleagues around the state. From our expanded exhibit hall, to networking events, to the hallways of the Indiana Convention Center, there is ample opportunity to meet other banking professionals who share your goals and challenges. And don’t forget online networking! The IBA mobile app gives Mega attendees instant access to meet, chat and build connections with each other before, during and after the event.

YOUR TICKET TO NEW OPPORTUNITIES
Throughout the conference, the exhibit hall will be available to give attendees the opportunity to review products and services beneficial to the Indiana banking community. Attendees will also receive a trade show guide, complete with exhibitor contact information. Many exhibitors will be offering prize drawings, and the IBA will again host the popular exhibit game for bankers. Attendees are invited to visit exhibitors and to enter into drawings throughout the conference. These contests are for bank registrants only. It is not necessary to be present to win.
**JOHN O’LEARY ON FIRE:**

**THE 7 CHOICES TO IGNITE A RADICALLY INSPIRED LIFE**

**WEDNESDAY LUNCHEON | 11:45AM - 1:15PM**

We live in a world where “accidental living” – mindlessly moving through routines, wasting countless hours on social media, or complaining about what’s wrong in our jobs, families and society – has become the norm. But John O’Leary reminds us that just because we got out of bed this morning, does not mean that we are truly living.

**What would our day, impact and output look like if we lived a radically inspired life, every, single day?**

Living radically inspired means you learn from past mistakes, rise above challenges and thrive no matter the circumstances. No one embodies this more than powerhouse inspirational speaker John O’Leary - who was nearly killed in a devastating fire at age nine. John will share the critical truth that “inflection points” - moments in time that change everything that follows - occur daily. He empowers you to realize that your life has far less to do with what happens to you, and much more to do with how you respond. Although you can’t always choose the path you walk, you can always choose the manner in which you walk it. Are you ready to live on fire?

**JEFF HAVENS**

**UNCRAPIFY YOUR FUTURE!**

**THE MOST INNOVATIVE INNOVATION KEYNOTE IN THE HISTORY OF EVER**

**THURSDAY LUNCHEON | 11:45AM - 1:15PM**

If you’ve listened to anyone talk about innovation recently, you’ve probably heard something along these lines: “The world is changing at a crazy fast rate. Everything you’re doing now is about to become obsolete. If you don’t come up with some amazing, industry-changing ideas in the next 18 seconds, your business is basically going to disappear. Have a nice day.” And if that’s the kind of doomsayer message that you and your friends love hearing, then you can stop reading now.

But if you’d like to present innovation as a simple process that literally everyone is capable of performing, then you might want to listen to Uncrapify Your Future! Filled with the trademark wit that has made Jeff Havens one of the most in-demand speakers in North America, Uncrapify Your Future! will make the process of coming up with new ideas easier and more rewarding than you ever thought possible. Because it turns out that every innovation in every industry – from automobiles to streaming music, coffee cup holders to wartime treaties – follows the same straightforward pattern.

Your business is always changing, and so you will always need people to anticipate and capitalize on those changes. If you want them to think that being innovative is a daunting task that only a few elites can handle, listen to someone else. But if you want your audience walking away realizing that they’re all capable of greatness, then Uncrapify Your Future! is for you.
10:30 a.m. - 11:30 a.m.

Today’s Fair Lending and CRA Key Challenges: Risks, Myths, Changes!
Bonita Jones
Bonita Jones & Associates LLC

Community Bank Ecosystem & Disruption - A Different Perspective
Jeff Rigsby
CB Resource, Inc.

Bust Your Brain Block about Blockchain
Dave Schroepfer
Wipfli

Non-Executive Compensation Concerns
Matt Brei
Blanchard Consulting Group

Treasury Management: Streamlining your Processes to Maximize Potential
Erin Fonte
Hunton Andrews Kurth LLP

Understanding the Family Dynamics of InterGenerational Wealth Transfer
Jean Dunn
T. Rowe Price

Hemp Hype and Marijuana Mania: What Are the Risks of Banking Cannabis-Related Businesses?
Lori Jean
1st Source Bank

Getting Shareholder Liquidity without Selling the Bank
John Donnelly
Donnelly Penman & Partners

Empowering Your Team to Attract, Retain and Protect Customers with .BANK
Panel

Onboarding & Everyday Strategies to Build an Engaging Culture
Patty Hendrickson
Hendrickson Leadership Group

Reading Lies: Communication and Recognizing Indicators of Deception
R. Kent Morrison
BSG Security Services, LLC

Elder Abuse & Powers of Attorney: What you Need to Know
Dawn Kincaid
Brode Consulting Services

11:45 a.m. - 1:45 p.m.

JOHN O’LEARY ON FIRE AND AWARDS

A UDAAP Reality Check
Adam Witmer
Compliance Cohort

Twenty for the Twenties
William H. Fruth
Policom

Cutting Edge Payments
Erin Fonte
Hunton Andrews Kurth LLP

Inclusive Ideas to Improve Engagement and Avoid Unconscious Bias
Lisa A. Koenecke
Hunton Andrews Kurth LLP

Seven Habits of High Performing Banking Teams
Jack Kasel
Anthony Cole Training Group

Asset Protection and Indiana’s New Legacy Trust
Rodney S. Retzner
Krieg DeVault LLP

Examiner Identified Compliance Issues: Let’s Make Sure These are Not in Your Next Compliance Exam Report!
Dawn Kincaid
Brode Consulting Services

A First Rate Bank Must Have a First Rate Board
David L. Kemp
Bankers Management Inc.

Debit Card Fraud – Identifying Trends and Avoiding Losses
Liz Little
SHAZAM

It all Matters and It Starts with a S.M.I.L.E.!
R. Kent Morrison
BSG Security Services, LLC

Recognizing Indicators for Potential Workplace Violence
Patty Hendrickson
Hendrickson Leadership Group

SECURE Act – What your Financial Institution Needs to Know
Maureen Revak
Ascensus

2:00 p.m. - 3:00 p.m.

1:45 p.m. - 2:00 p.m.

4:30-5:30 PM • MEGA CELEBRATION • EXHIBIT HALL

2020 MEGA SPONSORS
**THURSDAY**

**BUSINESS LENDING**
- Lessons and Pitfalls in Commercial Loan Pricing
  - Ed Kofman
  - CenterState Bank

**EMERGING LEADERS**
- Developing Future Leaders with Mentoring and Coaching
  - Thresette Briggs
  - Performance 3 LLC

**FINANCIAL MANAGEMENT**
- Survival as a Community Bank – How to Create a Culture of Efficiency
  - Mikelle Brady & Mike Holt
  - Profit Resources, Inc.

**RETAIL**
- What Should Be on Your Roadmap for Digital Success and Lead Generation
  - Thomas Grottke & Bob Reggiannini
  - Crowe LLP

**MARKETING**
- Steps to Take to Optimize Digital SEO and Lead Generation
  - Eric Cook
  - WSI

**FINTECH PARTNERSHIPS**
- Heather Archer Eastep
  - Hunton Andrews Kurth LLP

**INDIANA COMMERCIAL CREDIT TRENDS**
- Speak for Yourself: Why Speaking up at Work Scares You and What to Do about it
  - HD Jacobs
  - S&P Global Market Intelligence

**LIQUIDITY AND FUNDS MANAGEMENT**
- The Branch is Not Dead, But its Role Needs to Change
  - Alex Rufatto-Perry
  - Practically Speaking, LLC

**THE BRANCH IS NOT DEAD, BUT ITS ROLE NEEDS TO CHANGE**
- Scott Polakoff
  - Finpro

**REGULATOR PANEL - SAFETY & SOUNDNESS**
- Emily Bogan
  - nCino

**PROFESSIONAL PANEL - SAFETY & SOUNDNESS**
- Representatives from DFI, FDIC, FRB and OCC

**3:30 P.M. - MEGA CLOSES - HAVE A SAFE TRIP HOME!**

**2020 MEGA SPONSORS**
All golfers are invited to the men’s and women’s combined tournament on **Tuesday, May 12,** at **Highland Golf Club** in Indianapolis. We will be using a four-man, best-ball scramble format. Prizes will be awarded to the first, second and third-place teams. The golf fee includes green fees, cart rental, box lunch and prizes. Golf will begin with a **shotgun start at noon.**

Join us at The Westin Indianapolis on **Tuesday evening** for a reception in honor of our valued associate members. This event is open to all registrants.

Looking for an intimate setting to enjoy camaraderie with colleagues? IBA Chairman Lucas White invites you to join him in the **Chairman’s Hospitality Suite** at The Westin Indianapolis. The suite will be open Tuesday and Wednesday evenings. Please stop by!

The Mega Celebration brings attendees together in the exhibit hall with food, drink and entertainment immediately following Wednesday’s sessions. This event is open to all registrants and is the perfect time to visit with old friends, make new acquaintances, and peruse the latest in bank products and services offered by our exhibitors. The Mega Celebration will be held from 4:30 to 5:30 p.m. on **Wednesday, May 13.**

**LOCATION**
All sessions for the 2020 Mega Conference will be held at the Indiana Convention Center at 100 S. Capitol Ave., Indianapolis IN 46225.

**HOTEL**
The IBA has reserved a block of overnight rooms at The Westin Indianapolis at a rate of $194 per night. Reservations can be made online at https://bit.ly/36D06lL or via phone at 317/262-8100. The block is available until Monday, April 13. The Westin Indianapolis is located at 241 W. Washington Street, Indianapolis 46204 and is attached to the Indiana Convention Center via skywalk.

**FEES**

| TWO-DAY: | $360 Member/$720 Non |
| SINGLE DAY: | $205 Member/$410 Non |
| GOLF: | $150 Bank Member/$195 Associate Member |

**MEGA BUCKS**
To encourage full participation in the 2020 Mega Conference, the IBA offers a Mega Buck program that allows members to purchase multiple conference registrations at a discount. To utilize the Mega Buck discount program, a member purchases at least 10 Mega Bucks (MBs). A single MB covers either the golf tournament or one day of attendance at the conference. For example, a person who registers for two days will use two MBs, and to also register for golf would require an additional MB. This year MBs are $145 each. Contact Susan Clark before registering. Note that Mega Bucks are reserved exclusively for IBA members.

**CANCELLATION POLICY**
Cancellations received by the close of business on Tuesday, May 5, will receive a full refund. Cancellations after that date and “no shows” will result in the registration fee being charged. Substitutions are always welcomed. Mega Buck registrations are nonrefundable.

**QUESTIONS**
Contact Susan Clark at sclark@indianabankers.org or 317/333-7161.
Member Fees
(Nonmembers add 100%)

Two-day: $360 or 2 Mega Bucks
Golf: $150 bank $195 Associate or 1 Mega Buck
Single Day: $205 or 1 Mega Buck

Two-day Registration:
Includes access to sessions both days, continental breakfasts, keynote luncheons and the Wednesday Mega Celebration.

Wednesday Only:
Includes access to Wednesday sessions, continental breakfast, keynote luncheon and the Wednesday Mega Celebration.

Thursday Only:
Includes access to Thursday sessions, continental breakfast, keynote luncheon and the Wednesday Mega Celebration.

Golf:
Includes green fees, cart rental, box lunch and prizes. Noon shotgun start.

Hotel:
Westin Indianapolis
317/262-8100
Mega Rate: $194
Room cutoff: April 13

Cancellation Policy:
Cancellations by COB on May 5 will receive a full refund. Cancellations after that date and “no shows” will result in the registration fee being charged. Substitutions are always welcomed. Mega Buck registrations are not refundable.

Total Dollars or Mega Bucks
Nonmembers Add 100%

Payment Information
☐ Check enclosed - Payable to: IBA Foundation Inc.
☐ Mega Bucks used
☐ Invoice
☐ MasterCard/Visa/Amex

Return to:
IBA Foundation Inc.
8425 Woodfield Crossing Blvd, Suite 155E
Indianapolis IN 46240
317/387-9380 • Fax: 317/333-7161

Register online at INDIANABANKERS.ORG/MEGA
The MEGA Ticket

MAY 12-14, 2020
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