

Bank Tech Summit 2017



REDTORCH
CONSULTING™

Lighting the Path to High Performance



REDTAIL
RISK MANAGEMENT™

Watch Risk Like a Hawk



REDWOLF
CYBERSECURITY™

Protect the Pack



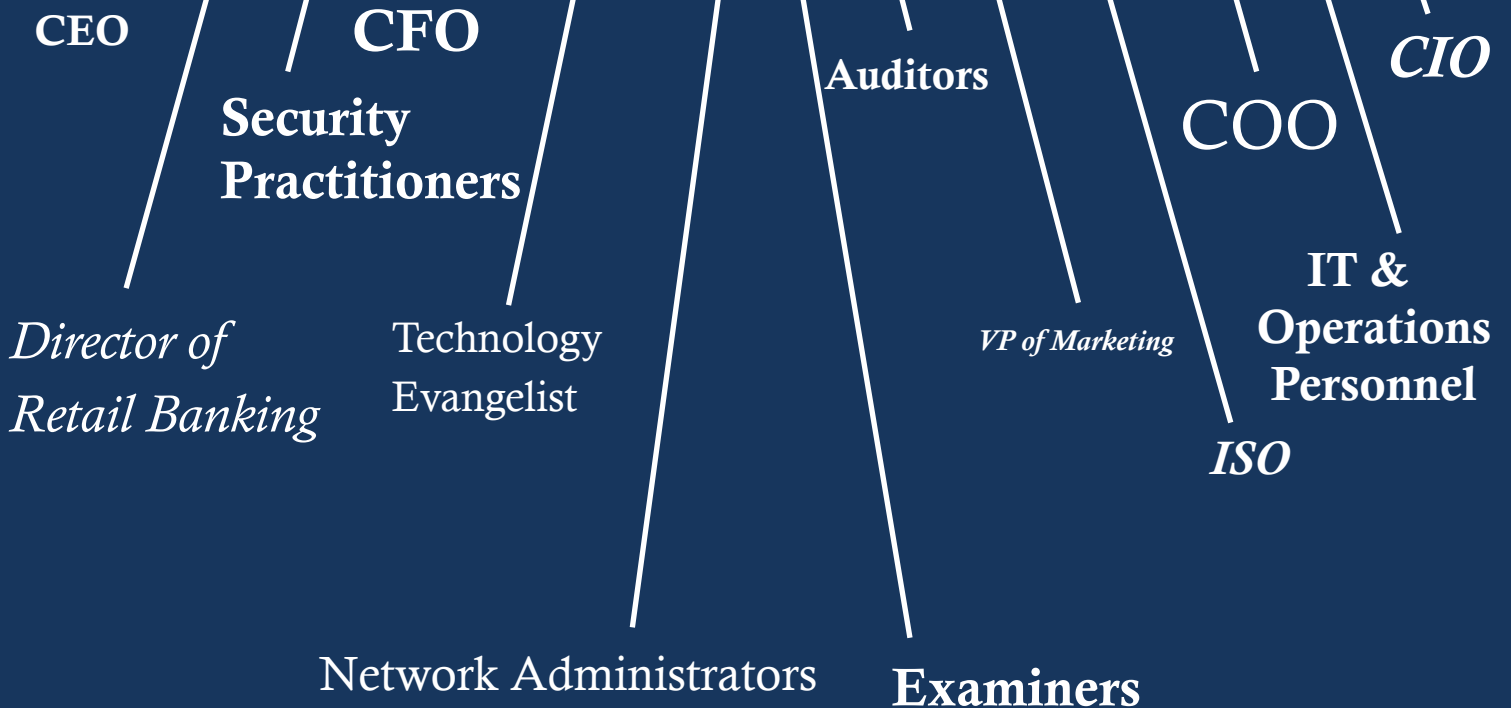
REDCAPE
TECH SUPPORT™

Your Hero in Tech

Bank Tech Summit 2017

The Strategic Technology Event for Community Bankers

Who Should Attend?



Bank Tech

2017

Bankers continue to face the challenges of cybersecurity as they seek the opportunities of digital channels. Flooded by a constant and high-volume stream of information, how does one separate the hype from the reality? Which new companies and solutions are legitimate and which are simply flashy YouTube videos with no substance or basis in reality? How can a bank position for the future by balancing what customers and employees want with the risk-reward proposition that is the business of banking? These are a few of the questions we will attempt to answer at Bank Tech Summit 2017.

The power of looking forward is apparent in every successful business. Those that prepare for the future are more likely to adapt and succeed in a constantly changing world. Your bank and your career depend on such forward-thinking and strategic planning. **Bank Tech Summit 2017** can help your bank (*and you*) navigate what lies ahead in 2018 and beyond!

Bankers, industry providers, thought leaders, and tech innovators, all representing some of the brightest minds in banking today, will gather **October 25-27**, at the [The Peabody Memphis](#) in *Memphis, Tennessee*. Come prepared to learn about the latest trends and best practices that will change your bank forever.

This year we have consolidated **Bank Tech University** into **Bank Tech Summit** for one contiguous strategic event. Enjoy fast-paced sessions in a high energy yet comfortable environment, free of pushy sales pitches or self-serving product presentations.

We strive to make our event an excellent hub for knowledge exchange as our speakers, exhibitors, bankers, and friends enjoy networking at this invitation-only, exclusive event. Win cool tech prizes while enjoying the historic Peabody Hotel and a taste of Memphis, *home of the blues and the birthplace of rock and roll*.

Once again, we are fortunate that our friends in the industry come together to share ideas and blaze the trail for the banking industry. We thank you for being part of **Bank Tech Summit 2017**, the launching pad for your bank's future.

Sincerely,



Money Back Guarantee. If you are not 100% satisfied with our event, we will refund your registration fee - no questions asked.

CONFERENCE HIGHLIGHTS



Each day we will break to give our guests an opportunity to watch the Peabody Duck March, a tradition that began in the 1930's.



**Win Cool Tech
Prizes!**



**Network with
your peers, speakers,
and leading
industry providers.**



Be the Duckmaster! Keep the Cane!

One lucky participant will have his or her name drawn to be the honorary Duckmaster at the Peabody for the day. Best part...you get to keep the cane!

Back by Popular Demand!

- Mark Faircloth
- Trent Fleming
- Tim Pannell
- Dr. Ed Seifried
- Chuck Wilson

Jimmy Sawyers & Joshua Jacobs present "25
Takeaways: Best Practices in Banking, Technol-
ogy, & Cybersecurity"



**Reception, Thursday, October 26.
Open bar starts at 4:30 PM!**

Don't Miss These Speakers!

- Mark Blankespoor
- Virginia Heyburn
- Janine Kasper
- Arden Sustad
- Greyson Tuck
- Lee Wetherington

Bank Tech Top 60 Topics

1. Artificial Intelligence (AI)	31. Leadership
2. Board Tech Education	32. Lending Technology & Workflow
3. Blockchain Technology	33. Managing IT Talent
4. Branch Redesign	34. Mobile App Development
5. Branding	35. Mobile Channel Expansion
6. Business Continuity/Disaster Recovery	36. Mobile Device Management
7. Cash Management Technology	37. Mobile Services Strategies
8. CATO Prevention	38. Natural Language Processing (NLP)
9. Cloud Computing	39. Network Management Best Practices
10. Consumerization of Technology	40. Non-Bank Competition
11. Contract Issues	41. Omni-Channel Delivery
12. Core Processing Trends	42. Onboarding Strategies
13. Corporate Culture	43. Online Advertising
14. Customer Experience (CX & UX)	44. Online Lending
15. Cybersecurity Risk Assessment	45. Operational Efficiency
16. Cybersecurity Trends	46. Organizational Structure
17. Digital Marketing	47. Outsourcing Trends
18. Digital Metrics	48. Payments Innovations
19. Digital Transaction Management	49. Ransomware
20. Disruptive Tech	50. Regulatory Hot Buttons
21. Economic Update	51. Revenue Enhancement
22. Enterprise Risk Management	52. Security Strategies
23. E-Sign Strategies	53. Social Media Trends
24. Faster Payments	54. Strategic Tech Planning
25. FinTech	55. Technology Service Provider (TSP) Selection & Management
26. High Performance Banking	56. Telecom Advances
27. Incident Response	57. Vendor Management
28. Innovation	58. Vetting Niche Providers
29. Interactive Teller Machines (ITM)	59. Voice Banking
30. Killer Gadgets	60. Website Design

At-A-Glance Agenda



Wednesday, October 25 - Bank Tech Summit

7:30 AM - 8:15 AM	<i>Registration and Continental Breakfast</i>
8:15 AM - 8:30 AM	<i>Welcome & Introductions</i>
8:30 AM - 9:30 AM	<p><i>The Zeitgeist of Banking: Lies, Damned Lies, Trends, Fads, and How to Tell the Difference</i> Jimmy Sawyers Sawyers & Jacobs LLC</p>
9:30 AM - 9:45 AM	<i>Networking and Refreshment Break</i>
9:45 AM - 10:45 AM	<p><i>Advisory Analytics: Complex Reporting, Customer Behavior, & Processing Analysis</i> Arden Sustad & Mark Blankespoor Journey Technology Solutions</p>
10:45 AM - 11:15 AM	<i>DUCK BREAK—World famous Peabody Duck March</i> 
11:15 AM - 12:15 PM	<p><i>Cybersecurity Trends: Achieving Balance and Harmony in your Cybersecurity Strategy</i> Joshua Jacobs Sawyers & Jacobs LLC</p>
12:15 PM - 1:30 PM	<i>Lunch in the Hernando Desoto Room (on the Mezzanine Level)</i>
1:30 PM - 2:30 PM	<p><i>PUT ME IN COACH! I'M READY TO... (Recruiting, Hiring, Onboarding, and Retaining the RIGHT Employees)</i> Chuck Wilson Banking Industry Group, Inc.</p>
2:30 PM - 2:45 PM	<i>Networking and Refreshment Break</i>
2:45 PM - 3:45 PM	<p><i>Cybersecurity Incident Response: Four Scenarios (What Would You Do?)</i> Joshua Jacobs & Jimmy Sawyers Sawyers & Jacobs LLC</p>
3:45 PM - 4:00 PM	<i>Networking and Refreshment Break</i>
4:00 PM - 5:00 PM	<p><i>Collaboration vs. Confrontation: A Guide to Conflict Resolution</i> Mark Faircloth Faircloth Performance Partners</p>

At-A-Glance Agenda



Thursday, October 26 - Bank Tech Summit

7:30 AM - 8:15 AM	<i>Exhibit Hall Opens & Registration and Continental Breakfast</i>
8:15 AM - 8:30 AM	<i>Welcome & Introductions</i>
8:30 AM - 9:30 AM	<i>Five Game Changers You Need to Know Now</i> Virginia Heyburn Fiserv
9:30 AM - 9:45 AM	<i>Networking and Refreshment Break</i>
9:45 AM - 10:45 AM	<i>Economic Outlook for 2017-18: What Does a Trump Economy Look Like?</i> Dr. Ed Seifried S&B West LLC
10:45 AM - 11:15 AM	<i>DUCK BREAK—World famous Peabody Duck March</i> 
11:15 AM - 12:15 PM	<i>Essential Components of Successful Bank Management</i> Greyson Tuck Gerrish Smith Tuck, PC
12:15 PM - 1:45 PM	<i>Lunch in the Hernando Desoto Room (on the Mezzanine Level)</i>
1:45 PM - 2:45 PM	<i>The New Customer and the New Market: Everything has Changed</i> Tim Pannell Financial Marketing Solutions
2:45 PM - 3:00 PM	<i>Networking and Refreshment Break</i>
3:00 PM - 4:30 PM	<i>Fintech FOMO: Community Bank Considerations for Fintech Partnerships</i> Jimmy Sawyers (moderator) Trent Fleming, Trent Fleming Consulting Arden Sustad, Journey Technology Solutions Janine Kasper, Q2
4:30 PM - 5:30 PM	 Reception 

At-A-Glance Agenda



Friday, October 27 - Bank Tech Summit

8:00 AM - 8:30 AM	<i>Exhibit Hall Opens/Breakfast is Served</i>
8:30 AM - 9:30 AM	<i>Directors in a Digital Age</i> Trent Fleming Trent Fleming Consulting
9:30 AM - 9:45 AM	<i>Networking and Refreshment Break</i>
9:45 AM - 10:45 AM	<i>25 Takeaways: Best Practices in Banking, Technology, and Cybersecurity</i> Jimmy Sawyers and Joshua Jacobs Sawyers & Jacobs LLC
10:45 AM - 11:15 AM	<i>DUCK BREAK—World famous Peabody Duck March</i> 
11:15 AM - 12:15 AM	<i>Hacking the Hyperbole: The Future De-Bunked and Bottom Lined</i> Lee Wetherington Jack Henry & Associates
12:15 PM	<i>Prizes, Giveaways, Closing Remarks—Jimmy Sawyers, Sawyers & Jacobs LLC</i>

Bank Tech 2017

Speakers



Mark Blankespoor

Partner

Journey Technology Solutions
journeytechnologiesolutions.com

Tim Pannell

President & CEO

Financial Marketing Solutions
fms4banks.com

Mark Faircloth

Partner

Faircloth Performance Partners
faircloth-partners.com

Jimmy Sawyers

Chairman

Sawyers & Jacobs LLC
sawyersjacobs.com

Trent Fleming

Owner

Trent Fleming Consulting
trentfleming.com

Dr. Ed Seifried

Co-Chairman

S&B West LLC
seifriedbrew.com

Virginia Heyburn

Vice President, Insights & Advocacy

Fiserv
fiserv.com

Arden Sustad

Partner

Journey Technology Solutions
journeytechnologiesolutions.com

Joshua Jacobs

President

Sawyers & Jacobs LLC
sawyersjacobs.com

Greyson Tuck

Attorney and Consultant

Gerrish Smith Tuck
gerrish.com

Janine Kasper

Strategic Business Partner Manager

Q2
q2ebanking.com

Lee Wetherington

AAP, Director of Strategic Insight

Jack Henry & Associates
jackhenry.com

Chuck Wilson

Principal

Banking Industry Group, Inc.
bankingindustrygroup.net

Bank Tech Summit 2017

Swag & Prizes



Win Cool Gadgets & Gizmos



This little light will help you shine as you prepare your Bank's tech strategy!



Enjoy a taste of Memphis with Dinstuhl's chocolate! The Dinstuhl's family has been making quality candy in Memphis for five generations.

...but wait
there's more!

**SAWYERS
& JACOBS**

Innovation. Risk Management.
Cybersecurity. Technology.

sawyersjacobs.com



Each paid participant will receive a free Sawyer & Jacobs laptop bag to carry your conference swag and educational materials.

Participant Feedback

What's the buzz about Bank Tech?



“Possibly the first time I’ve been to a conference where ALL presentations/speakers had value and were interesting.”

“Always one of the best organized and thought-out conferences.”

“This is a great conference and you all pay attention to the small details for attendees.”

“I appreciate the invitation and thoroughly enjoyed getting to know Sawyers & Jacobs and staff. The presentations were very relevant to the attendees and provided good topics and building blocks to take back and put into action.”

“I enjoyed the conference very much. The Peabody has been awesome. I was pleasantly surprised how easy it was to get in and out of downtown Memphis.”

“One of my favorite conferences to attend. Super friendly staff. Fun games and ice breakers. The DJ is great! Prizes are great too!”

“Very comfortable setting. I’m glad you didn’t do breakout sessions this year. Love this format.”

“Love the Duck Breaks. I thought that was fun and I loved that y’all let someone at the conference participate as the Duck Master. Good food. GREAT LOCATION! I want to come back and attend ALL days. I have attended a lot of seminars and this is one of the best I have attended because topics were relevant, games & giveaways are fun, speakers were good, location & food were good & format was good. I liked the cybersecurity risk assessment.”

Source: Participant feedback from Bank Tech 2016 evaluations.

Location and Lodging

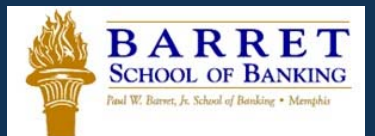
The Peabody Memphis

149 Union Avenue
Memphis, TN 38103
Phone: 901-529-4000

The Peabody Memphis hotel is located in the heart of downtown Memphis, Tennessee and is just blocks from Beale Street, the Memphis Rock 'n Soul Museum, the Gibson Guitar Factory, FedEx Forum, Sun Studio, Orpheum Theatre, AutoZone Park, countless restaurants, and much more.

Guest rooms offer flat-panel TVs, wireless high speed internet, executive desk, chair, workstation, teleconference capabilities, coffee maker, iron/board, bathrobe, on-command movies, music, internet service, local newspaper, choice of USA Today or Wall Street Journal, and access to The Peabody Athletic Club.

Book your room at The Peabody Memphis 149 Union Avenue, Memphis, TN 38103. A block of rooms has been reserved for October 25-27, 2017. The special room rate will be available until October 4, 2017 or until the group block is sold-out, whichever comes first. To book a room, call 901.529.4000 and ask for Sawyers & Jacobs LLC's group rate.



The Barret Graduate School of Banking offering of *Bank Tech Summit* is a “group-live” advanced level program for bankers and other financial professionals. No advanced preparation or other prerequisites are required for enrollment. Admission guidelines are stated on the application. For more information regarding administrative policies such as complaint or refund, please contact the School office at 901-321-4000. Participants will receive the following Continuing Professional Education (CPE) credits:

14.5 hours of CPE credit for attending Bank Tech Summit

Participating Exhibitors, Speakers, and Sponsors

(in alphabetical order, as of October 3, 2017)

Banc Intranets, LLC

Banking Industry Group

Barret Graduate School of Banking

Expedient

Faircloth Performance Partners

Federal Protection

Financial Marketing Solutions

FIS Global

Fiserv

Gerrish Smith Tuck, PC

Hiscall, Inc.

Jack Henry & Associates

Journey Technology Solutions

Lewis Thomason

Malauzai

ProfitStars

Protech Systems Group

Q2

Sawyers & Jacobs LLC

S&B West LLC

Trent Fleming Consulting

Watkins Uiberall, PLLC

Registration Fees

Early Registration (on or before October 4, 2017)	Fees
<i>Bank Tech Summit</i>	
First Person	\$890
Second Person (from the same bank)	\$850
Third person (at the same bank)	\$790
Registration (after October 4, 2017)	
<i>Bank Tech Summit</i>	
First Person	\$990
Second Person (from the same bank)	\$950
Third person (at the same bank)	\$890

Fees include event materials, refreshment breaks, breakfast, lunch and reception. Fees do not include hotel or transportation. Please note this is an invitation-only event. Sawyers & Jacobs LLC reserves the right to refuse admission to any person at any time.

<p>5 Easy Ways to Register</p> <p>EMAIL izanella@sawyersjacobs.com</p> <p>FAX (866) 488-4933</p> <p>PHONE (901) 643-5562</p> <p>MAIL Sawyers & Jacobs LLC Attn: Lorri Zanella 1085 Halle Park Circle Collierville, TN 38017</p> <p>ONLINE Bank Tech 2017 Event Page</p> <p>Credit card payments available via online registration.</p>	<p>Please check below:</p> <p>_____ BTS Registration</p> <p>Note: To take advantage of multiple attendee discounts, all participants must be from the same bank. Please note additional registrants on your completed registration form.</p>
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Name Title

Email

Bank/Company

Street Address

City/State/Zip

Phone/Fax

[] Check Enclosed: Make checks payable to **Sawyers & Jacobs LLC**

Early registration for the conference ends October 4, 2017, so register today. Questions? Contact Lorri Zanella (izanella@sawyersjacobs.com) at Sawyers & Jacobs LLC, at 901.643.5562.