



**ASSOCIATION FOR
FINANCIAL
PROFESSIONALS**
Northern Ohio

2017 NORTHERN OHIO AFP IDEA EXCHANGE

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	Salon I/II	Salon III	Salon IV	Conference Room 1
7:30 - 8:00	REGISTRATION			
8:00 - 8:20	WELCOME & BREAKFAST <i>Sponsored by First National Bank</i> (Salon I/II)			
8:20 - 9:10	KEYNOTE SPEAKER: ALAN GLAZEN Cleveland Hustles: Making money and doing good in Cleveland's inner city (Salon I/II)			
9:20 - 10:10	PANEL: Best Practices for Mergers & Acquisitions Panelists: SG Morris/Kevin Martin Applied Industrial Technologies/Shawn McElhannon Hanse Orga International Corp/Steve Bullock Moderator: Treasury Consultant/Mike Lee	Maximizing Treasury Management with Corporate-to-Bank Integration KeyBank John Sciano	Applying the DOLs New Fiduciary Rule to Your Risk Management Program BB&T Bank Phillip Long	Dynamic Discounting – The opportunity for Treasury, Procurement and Finance to come together and generate value for your organization and your supply chain C2FO/Stewart Stanton Eaton Corporation/Jennifer Dolan
10:10 - 10:40	NETWORKING BREAK <i>Sponsored by U.S. Bank</i>			LinkedIn Session Susie Sharp
10:40 - 11:30	EBAM in Your ERP Hanse Orga International Corp. Yussuf Ali	The Evolution of the B2B Payments Landscape KeyBank Lucy Diasio & Brian Guess	How to Transact in Restricted Currencies Utilizing Non-Deliverable Forwards Huntington Bank/George Holt Hedge Trackers/Jeff Goggins	What's on Your Accounts Payable Wish List? Wells Fargo Bank Mark Sorg
11:30 - 12:30	LUNCH BREAK <i>Sponsored by BB&T</i> (Atrium)			
12:30-1:20	PANEL: Voice of the Client Panelists: Forest City/Stephanie Uhl JM Smucker/Gary Misch Cedar Fair/Kasie Spence First Energy/Jeff Feudner Moderator: KeyBank/Melissa Zajac	The Next Step Toward a Paperless Business to Consumer Experience PNC Bank/Dave Enick PNC Bank/James Troutman	Is Branch Automation Forcing Retailers to Solve for 'The Walk to Branch'? Fifth Third Bank Josh Dunaway	Optimizing Your Liquidity through Cash Segmentation Fidelity Investments Michael Morin
1:25 - 1:30	MID DAY REMARKS (Salon I/II)			
1:30 - 2:20	GENERAL SESSION - DARLYN MCDERMOTT & DELORES PRESSLEY (OSWALD) Today's Financial Services Leaders: Staying Relevant and Standing Out (Salon I/II)			
2:20 - 2:50	NETWORKING BREAK <i>Sponsored by the Northern Ohio AFP</i>			I to the Power of 3 - Leadership/Career Development ProLaureate Ltd Jim Dean
2:50 - 3:40	Liquidity, Risk and your Crystal Ball: Working Capital Tools, Tricks and Troubles for Treasury Sycamore Associates LLC/Winifred Pinet Treasury Alliance Group LLC/Mark Webster The Timken Company/Kevin Beck Consultant/Dwayne Pettish	Beyond the Lockbox: Achieving Straight-Through Processing for Your Accounts Receivable Process PNC Bank Jay Matyas	World Economic Update Citizens Commercial Banking Razvan Ionescu	UPDATE YOUR HEADSHOT - Stop by Conference Room 2 anytime during the conference for a complementary professionally edited photo
3:50 - 4:40		Real Time Payments: An Electronic Payments Solution for Treasury Managers The Clearing House Tim Mills	Cyber Security and Fraud Protection Chase Bank John Rastovski	WIFI ACCESS: EMBASSYMTG No Password Required
4:40 - 6:00	RECEPTION <i>Sponsored by Superior Press</i>			