



**LouisianaBankers**  
ASSOCIATION

# Executive Management Conference

September 21-23, 2011

The Grand Hotel - Point Clear, Alabama

## Wednesday, September 21, 2011

6:00pm-8:00pm      **Opening Reception, Grand Ballroom Patio**  
*Sponsored by Louisiana Bankers Service Corporation*

## Thursday, September 22, 2011

7:30am-8:30am      **Breakfast Program: Office of Financial Institutions Update - Salons C-F**  
*John Ducrest, Commissioner*

8:45am-10:15am      **The Care and Feeding of CAMELS - Salon A-B**  
*Jeff Fair, American Planning Corporation*  
*Graham Thompson & Mark Thompson with Curative Advisors*  
How healthy are your CAMELS? Recent examination experience has surprised many bankers, as the traditional standards for the CAMELS rating system have become moving targets. This session will discuss the regulator's use of the CAMELS system, the interconnectedness of the six components, tips for improving the health of your CAMELS and ways to show examiners how well you care for your herd.

10:30am-11:45am      **Concurrent Sessions (Choose One):**  
**New Era for Portfolio Planning - Salons C-F**  
*Jim Reber, ICBA Securities*  
The main Federal stimulus bill, the ARRA, contained some provisions that have wide-reaching implications for bank investments. The bill created several new portfolio sectors, which should have appeal to most banks. This session will describe the current rate environment, the products that are new on the scene, and will display what a well-structured portfolio may look like in this new era.

**Succession Planning - Salon A-B**  
*Bill Phillips & Devin Lemoine with Success Labs*

10:30am-1:00pm      **Guest Program: Cooking Class & Lunch - Card Room**  
*A Grand Hotel Chef will conduct a fun and educational cooking class. When that's done, you will actually get to eat the finished product. You will receive an educational cooking class, lunch, recipes, a Grand Hotel Cooking Academy Diploma - not to mention a great time!*

11:45am              **Sessions Adjourn**

1:00pm-5:00pm      **Golf Scramble at the Dogwood Course (Box lunch provided prior to start)**

**Evening on Own**



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## Friday, September 23, 2011

7:30am-8:30am

Breakfast Program with Sponsor Spotlight - *Salons C-F*

8:45am-10:00am

Concurrent Sessions (Choose One):

**Insurance Issues - *Salon A-B***

*Jeanette Credo & Sarah Blackwell with Community Financial Insurance Center  
Mark DeLawter, Zurich*

This session will cover the latest insurance issues facing financial institutions, current trends and some of the changes that are coming. Please forward specific topic requests to [jcredo@cf-ins.com](mailto:jcredo@cf-ins.com) or [sblackwell@cf-ins.com](mailto:sblackwell@cf-ins.com)

**6 Secrets to Optimize Your Efficiency Ratio - *Salons C-F***

*Alan Smith, Fiserv - Bank Intelligence Solutions*

Running an efficient institution is more crucial now than ever. Disciplined cost management is one important factor impacting a bank's performance. Another key to maximizing franchise value is strong, steady sources of non-interest income. In this session, learn the 6 secrets that will enable banks to measurably improve both sides of the equation.

10:15am-11:30am

**Mergers & Acquisitions: Recent Events & Expectations - *Salon A-B***

*Jeff Fair, American Planning Corporation*

As the bank failure cycle draws to a close, what can community bankers expect from the M&A market? In this session, we will review recent Louisiana transactions and broader M&A trends, identify the attributes of attractive acquisition targets, discuss ways to structure transactions and capitalize the resulting bank, and address common buyer and seller concerns. For those of you with no interest in being a buyer or seller, we'll also cover the likely impact of recent and expected M&A activity on competition, regulation and shareholder expectations.

11:30am

Conference Adjourns

## Location & Hotel Information

The Grand Hotel, Point Clear, Alabama

One Grand Boulevard

Point Clear, Alabama 36564

(251) 928-9201

Please make your room reservations at The Grand Hotel before **September 1, 2011**, to ensure room availability and to receive the LBA's discounted rate of \$189.00+ tax.

Reservations: Call (800) 544-9933 (mention Louisiana Bankers Association's Executive Management Conference)

OR

Book online at

[http://www.marriott.com/hotels/travel/ptlal?](http://www.marriott.com/hotels/travel/ptlal?group-)

[group-](http://www.marriott.com/hotels/travel/ptlal?group-)

[Code=lobloba&app=resvlink&fromDate=9/21/11&toDate=9/23/11](http://www.marriott.com/hotels/travel/ptlal?group-Code=lobloba&app=resvlink&fromDate=9/21/11&toDate=9/23/11)

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**Registration Information:** (for multiple registrations, please make copies of this form)

Name \_\_\_\_\_  
Bank \_\_\_\_\_  
Address \_\_\_\_\_  
City / State/ Zip \_\_\_\_\_  
Email Address \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_

**Conference Fees:**

- Banker Program: \$350.00 LBA member, \$450.00 non-member \$ \_\_\_\_\_
  - Spouse/Guest: \$100 - Name: \_\_\_\_\_ \$ \_\_\_\_\_
  - Golf Scramble: Thursday, September 22 - \$135.00 per person
    - Name: \_\_\_\_\_ Handicap \_\_\_\_\_ \$ \_\_\_\_\_
    - Name: \_\_\_\_\_ Handicap \_\_\_\_\_ \$ \_\_\_\_\_
    - Pairing Request: \_\_\_\_\_
  - Guest Program: Cooking Class & Lunch - Thursday, September 22 - \$70 per person \$ \_\_\_\_\_
- Total \$ \_\_\_\_\_

**Payment Options:**

Check (Made payable to the Louisiana Bankers Association)

Visa  MasterCard

Card Number \_\_\_\_\_ Amount to be charged on card \_\_\_\_\_

Expiration Date \_\_\_\_\_ Name on Card (please print) \_\_\_\_\_

Billing Address \_\_\_\_\_

Signature \_\_\_\_\_

**Cancellation Policy:**

Due to the commitments we must make, if you must cancel your registration, please do so by September 14, 2011 to avoid a \$175 cancellation fee. Substitutions are welcome at no additional charge.

Submit registration and view rosters in the Education Section of LBA's website,  
<http://new.lba.org/content.cfm?id=91>

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